Trade and Industry

INCORPORATING THE BOARD OF TRADE JOURNAL

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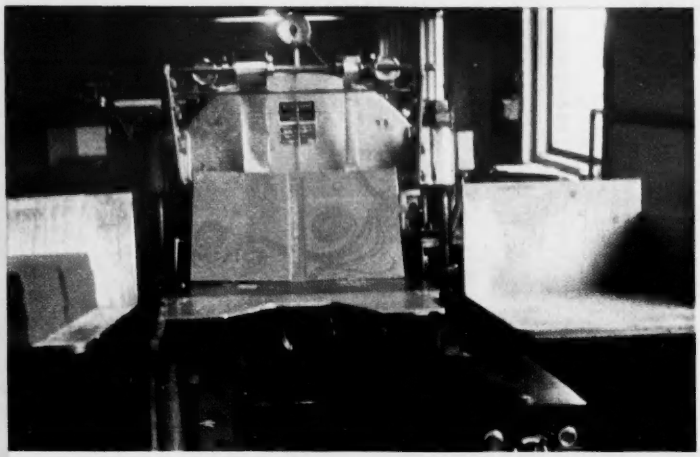

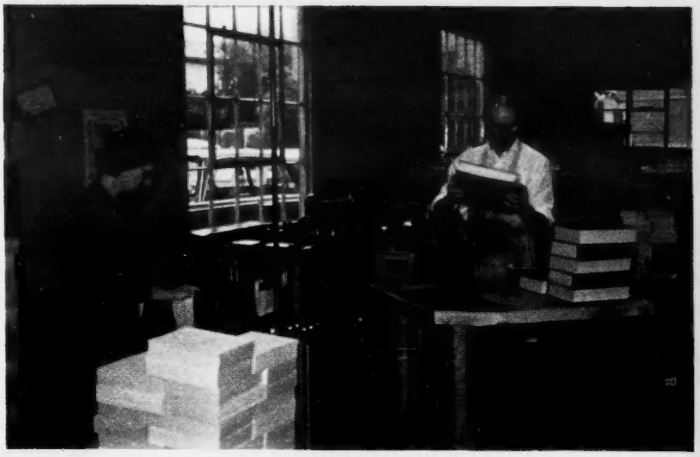

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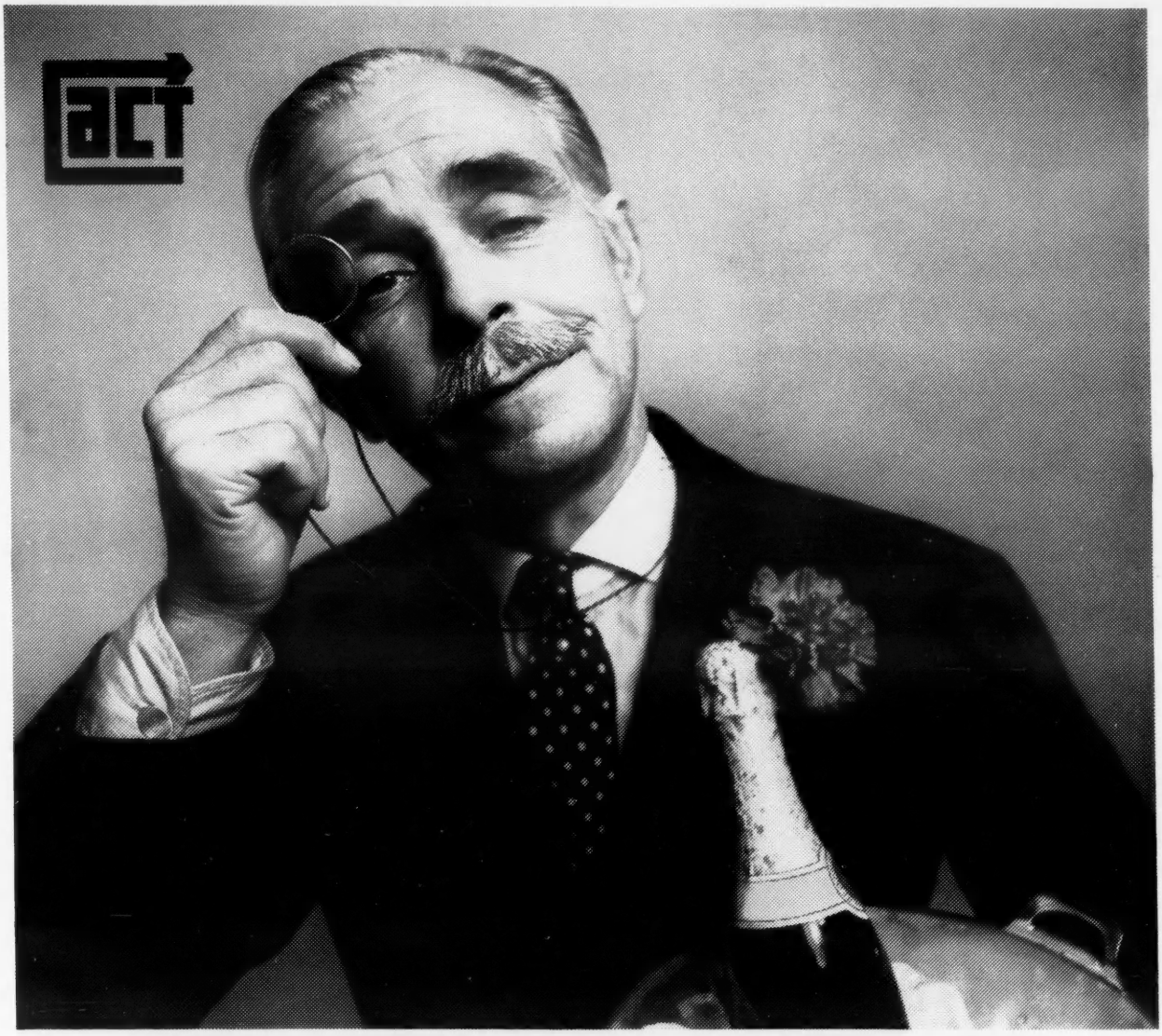

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Trade and Industry

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Index to Statistics 570
Subscriptions, Advertisements, Reprints 570
Trade with Central and South America-5. Brazil – one of the world's most exciting and varied markets 573
Private industry participation favoured in nuclear fuel business 576
Proposed Inswork Point generating station 576
Consideration of mergers by DTI 576
Changes in export licensing control 578
Exporting cranes to Portugal 578
New industry for Bedwellty 578
Advance factory at Penryn 578
The Patents (Fees Amendment) Order 1970 578
Applications for temporary exemption from import duty 579
Registration of Films: consolidation and amendment of regulations 579
Minister for Industry meets TUC Steel Committee 579

Aviation and Shipping

Mr. John Davies receives report on Third London Airport 580
Minister for Trade welcomes new anti-hijacking convention 580
New security measures for weapons in civil aircraft 580
Precision Approach Radar report 580

Parliamentary Answers 581

Correct credit mail meters 583
International Atomic Agency: meetings and conferences 583
Twenty CoID training courses in 1971 583
Overseas decimal postage rates 584

Government surplus sales 585

STATISTICS

The economy: selected indicators 586
Textile and clothing industries 587
Census of Production 1969 – stocks and capital expenditure in manufacturing industry 588
Airline financial statistics – a new Business Monitor in the civil aviation series 590
Business Monitor 591
Northern Ireland index of production 591
General index of retail prices for November 591
HM Customs and Excise annual report 591
Registration of British and foreign films 591
Office development permits in the third quarter 592

EXHIBITIONS AND FAIRS

Specialized exhibitions in South Africa 595
British Pavilion scheduled for Algiers Trade Fair 596
Important engineering display to be held at the Design Centre 597
Space equipment for Telecom '71 Geneva 597
The Outdoor Holiday Show: Big attractions at new London exhibition 597
First time in Britain for Antiquarian Book Fair and Congress 597
Over 500 books for India 597
Public works exhibition is a record breaker 597

OVERSEAS TRADE AND EXPORTS

Trading with Tanzania 598

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries. Spain and Uruguay. EFTA Council agrees testing schemes for pressure vessels and for ships' equipment 600
GATT 'Kennedy Round' of trade negotiations 1964-7 – implementation of tariff reductions. Hints to businessmen visiting the Netherlands. British £5 million credit for Bulgaria 601
Export Missions and Tours 602
Export Orders 603

SUBSCRIPTIONS TO 'TRADE AND INDUSTRY'

Because of increased postal charges the subscription rate to Trade and Industry *has been raised from £6 18s. 6d. to £7 12s. a year from January 1, 1971. The price of a single copy remains at 2s.*

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES

Argentina: Import duties increased 611
Australia: Special Advisory Authority inquiry result: acetone 609
Chile: Alteration to rates of prior deposit and additions to permitted import list 611
European Communities: Common agricultural policy 605
Guatemala: Duty removal on re-exports 609
Iceland: Import duties 606
India: Patents Act 1970 609
Indonesia: Manufacturers' representatives 609
Irish Republic: Merchandise Marks 606
Italy: Abolition of monopoly on raw tobacco 607
Luxembourg: Food products and beverages 606
Malaysia: Budget 1971 609
Mexico: Import licensing amendments 611
Morocco: Customs tariff modifications 608
New Zealand: Customs tariff inquiry – printing ink, etc. 610
Nicaragua: Import control on cyclamates 611
Norway: Tax change. Recent economic measures 607
South Africa, Republic of: Marketing of potatoes. Customs tariff amendments. Customs tariff applications 608
Spain: Customs tariff modifications 606
United States: Minimum Federal safety standards for gas pipeline: amendments. Washington Metropolitan Area Transit Authority: 'Buy American policy' 612
Yugoslavia: Lower customs rate for special equipment for production of calcinated soda and lead and zinc-type metals 607

Any late announcements not indexed on this page will be found at the top of the following page.

Front cover photograph

Scenes during the production and despatch of the large World Atlas prepared by George Philip Printers Ltd. of London for use in American universities. The value of the order was approximately $200,000, and until now this market has been almost exclusively confined to the American-produced article.

The atlas, launched in the United States through the Aldine Publishing Company, of Chicago, was produced in two editions to ensure that the latest boundary information was incorporated. The first edition sold far more rapidly than had been anticipated, so that the second had to be printed, bound and despatched far more quickly than originally planned. Now a third completely revised and enlarged edition is in hand. An abridged version is due early in 1971.

Spanish, Danish, Swedish and Norwegian editions of the atlas have also been produced, and other European language versions are in course of production.

The pictures show (top left), the title being blocked on the outside cover; (bottom left), a general view of the bindery; (top right), the atlases being put into covers; (bottom right), the consignment being packed into containers for shipment.

Index to Statistics published regularly in TRADE and INDUSTRY incorporating the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

All dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last Published
Air transport:	
Aircraft noise at Heathrow and Gatwick airports (Q)	18 Nov. 1970
Air miss reports (A)	1 April 1970
Mileage and traffic (A)	29 April 1970
Trade by air (6-M)	30 Sept. 1970
Balance of payments:	
Civil aviation (Q)	28 Oct. 1970
Trends in invisible transactions (Q)	16 Dec. 1970
UK balance of payments (Q)	23 Dec. 1970
Bankruptcy orders (Q)	28 Oct. 1970
Business names registered (A)	8 April 1970
Capital expenditure:	
Distributive and service trades (A)	12 Aug. 1970
Industry's capital expenditure (Q)	16 Dec. 1970
Industry's investment intentions (3 times a year)	14 Oct. 1970
Catering trades turnover (M)	16 Dec. 1970
Chemicals industry (Q)	11 Nov. 1970
Companies:	
Acquisitions and mergers (Q)	2 Dec. 1970
New companies registered:	
Gt. Britain (M)	16 Dec. 1970
N. Ireland (M)	23 Dec. 1970
Computers:	
UK computer market (Q)	7 Oct. 1970
Construction work overseas (A)	14 Oct. 1970
Credit:	
Instalment credit business (M)	9 Dec. 1970
International trade credit (A)	15 April 1970
ECGD business (Q)	2 Dec. 1970
Electronics capital equipment deliveries, research and development (Q)	28 Oct. 1970
Engineering and electrical goods:	
Production, exports and orders (M)	23 Dec. 1970
Film industry:	
British Film Fund Agency returns (M)	14 Oct. 1970
Cinema admissions and takings (M)	16 Dec. 1970
Overseas payments and earnings (A)	22 July 1970
Registration of films (A)	4 Mar. 1970
Trends in film going (A)	22 July 1970
Food:	
Consumption levels (A)	5 Aug. 1970
Household consumption (Q)	23 Dec. 1970
Footwear industry orders and deliveries (M)	25 Nov. 1970
Foreign trade:	
EFTA trade (Q)	9 Dec. 1970
Industrial countries trade and production (Q)	4 Nov. 1970
World exports of manufacturers (A)	30 Sept. 1970
Foreign trade of the UK:	
Direct exports (A)	15 April 1970
Unit value and volume index nos. (M)	9 Dec. 1970
Value of overseas trade (M)	23 Dec. 1970
Value of overseas trade: analysis of trends (Q)	4 Nov. 1970
Gold and convertible currency reserves (M)	9 Dec. 1970
Hairdressing trades turnover (M)	16 Dec. 1970
Hire purchase:	
Assets and liabilities of finance houses (Q)	18 Nov. 1970
Business (M)	19 Dec. 1970
Industrial building (Q)	28 Oct. 1970
Industrial development certificates refused (A)	22 July 1970
Industrial production:	
Index nos. (M)	23 Dec. 1970
N. Ireland index (M)	This week
Wales index (Q)	23 Dec. 1970
Insurance companies assets (A)	19 Aug. 1970
Investment:	
Book value of overseas direct investments (every 3 years)	23 Sept. 1970
Investment and earnings overseas (A)	8 April 1970
Laundries and dry cleaners turnover (M)	16 Dec. 1970
Machine tools deliveries and orders (Q)	16 Dec. 1970
Man-made fibres:	
Analysis of production (A)	11 Feb. 1970
Analysis of production (Q)	18 Nov. 1970
Deliveries (Q)	18 Nov. 1970
Production (M)	9 Dec. 1970
Volume of production (M)	9 Dec. 1970
Motor industry:	
Car and commercial vehicle production (M)	2 Dec. 1970
Motor trades turnover (M)	16 Dec. 1970
Office development permits (Q)	19 Aug. 1970
Partnerships registered (A)	8 April 1970
Pension funds: assets (A)	19 Aug. 1970
Retail prices index (M)	This week
Retail trades:	
Index nos. (M)	9 Dec. 1970
N. Ireland index (M)	23 Dec. 1970
Royalty transactions (A)	25 Mar. 1970
Shipping:	
Movement at UK ports (M)	23 Dec. 1970
Nationality of vessels in UK sea-borne trade (A)	7 Jan. 1970
Steel consumption (Q)	23 Dec. 1970
Stocks:	
Distributive and service trades (A)	12 Aug. 1970
Industry's stocks (Q)	16 Dec. 1970
Retail (M)	16 Dec. 1970
Television:	
Overseas payments and earnings (A)	22 July 1970
Textiles:	
Clothing and textile orders and deliveries (M)	This week
Cotton production (M)	25 Nov. 1970
Hosiery production (M)	23 Dec. 1970
Wholesale houses sales (M)	16 Dec. 1970
Wool exports (Q)	25 Nov. 1970
Wool output (M)	25 Nov. 1970
Tourism:	
International tourism (A)	23 Sept. 1970
UK tourist traffic (M)	16 Dec. 1970
Wholesale prices:	
Average prices of selected commodities (A)	23 Feb. 1970
Index nos. (M)	23 Dec. 1970

Department of Trade and Industry Organizations, etc.

Subjects	Last published
DTI addresses (former BOT offices)	19 Aug. 1970
DTI Regional Directors (Export)	7 Oct. 1970
British Commercial representatives overseas	7 Oct. 1970
Customs notices of interest to exporters	9 Dec. 1970
Directory of DTI (formerly BOT) departments and their work	8 April 1970
ECGD local offices	23 Dec. 1970
Half-yearly index – July to October 1970	9 Dec. 1970
Official receivers' offices	20 May 1970
Programme of trade promotions	4 Nov. 1970
Release of dates of economic statistics	23 Dec. 1970

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Prepared by the Statistics Division of the Department of Trade and Industry

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N.E.M: Both. Our sales director is away now visiting Venezuela, Bolivia and Mexico. Another executive's going over to Japan. We're getting good results profitwise from exports, and if we want to go on expanding fast we shall have to move our export percentage up even higher, because the home market must have a limit. As long as we can keep making new contacts and financing our expansion, nothing can stop us.

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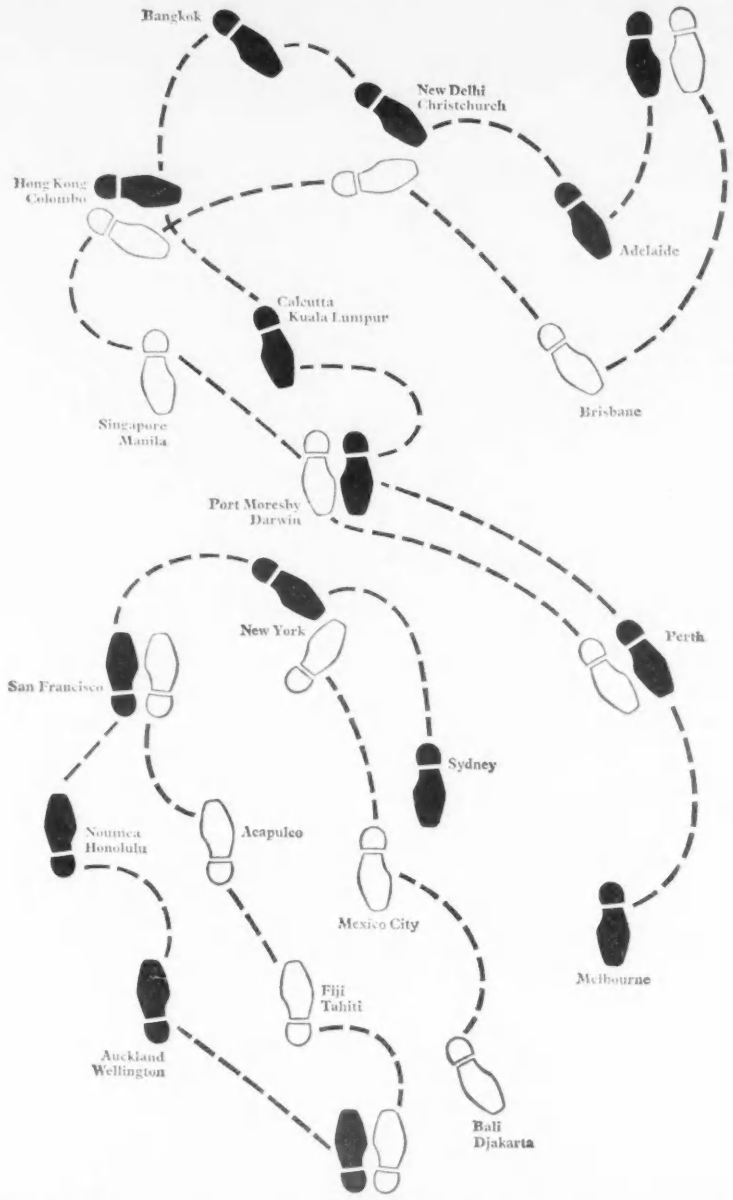

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TRADE WITH CENTRAL AND SOUTH AMERICA—5

Brazil—one of the world's most exciting and varied markets

By J. C. Petersen, CMG, Minister (Commercial), British Embassy, Rio de Janeiro

THE CURRENT SPEED of Brazilian expansion and development and the continental scale against which all new Brazilian enterprise must be measured make Brazil one of the world's most exciting and varied markets.

The vastness and variety of the Brazilian terrain, from tropical rain forests alternating with vast savannahs in the Amazon basin to the cool lands of the south where almost any temperate or sub-tropical crop may be grown, has always fired the imagination. The sheer scale is breathtaking. A flight from Rio de Janeiro to Manaus on the Amazon, both places well within Brazil's largest dimension, takes six hours in a modern jet, equivalent to the journey from London to Tunis. Brazil's rivers carry a significant proportion of the world's moving fresh water. And her population, estimated at about 90 millions, is the eighth largest national group and growing at the rate of 3 per cent a year. Brazil's great spaces absorb human effort and resources like a sponge. Small wonder that the youth of the country, heir to the last of the great frontiers, sees its future almost entirely in terms of national development. However much is done everything still remains to be done.

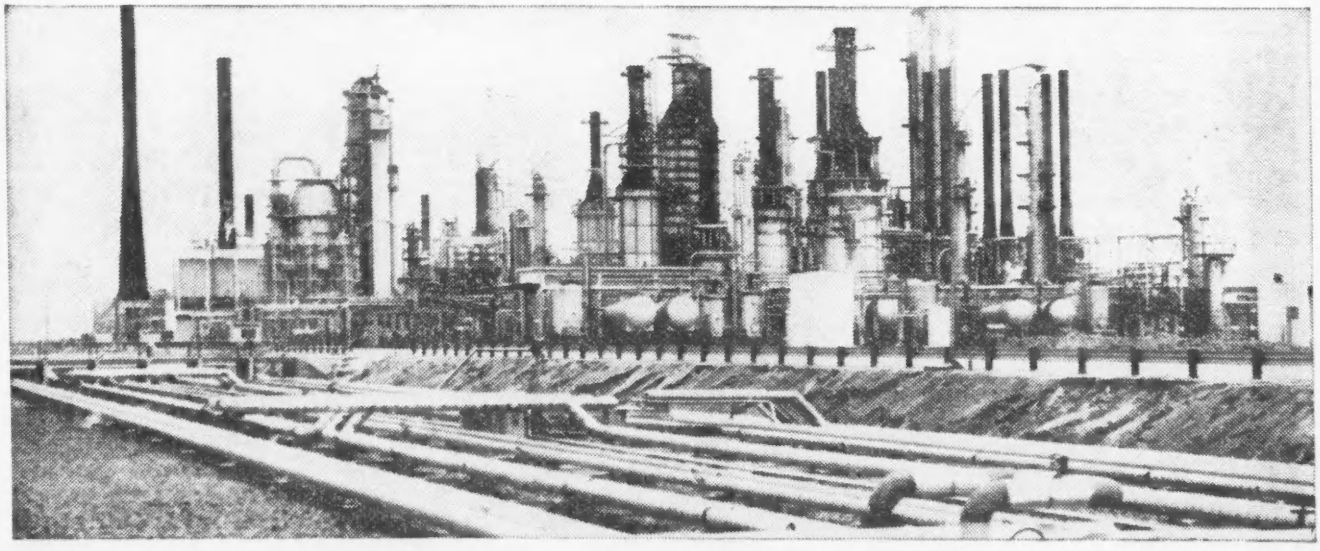
Confronted for the first time with the interminable factories of São Paulo, a city which but for its clusters of downtown sky-scrapers would have some of the horizonless quality of London, the reaction of the average newcomer from Britain is one of frank disbelief. A spontaneous industrial conurbation which by 1973 will contain as many people as greater London, which already produces as much as Chicago and which is clearly running at full belt, simply does not fit into the pattern of preconceptions which the words 'South America' raise in the ordinary British mind.

Part of the reason for this surprise is that the produce of this great industrial community, like that of its smaller counterparts in Rio de Janeiro and other busy Brazilian cities, rarely impinges on world markets but is soaked up by Brazil's internal needs long before it reaches her frontiers. The fact remains that Brazil is now one of the world's industrialized countries and bids fair to become one of the greatest.

Prudent financial management

It is in the past 20 years that the completion of a comprehensive, efficient and self-sustaining industrial base and the essential infrastructure of transport and communications has established conditions in which the country could hope to develop as a coherent administrative unit. Even so development until recently was erratic, with successive financial and payments crises hampering effective continuity. Only since 1964, when the country embarked on a course of prudent and essentially orthodox financial management in stable political conditions, has a longer perspective of smooth progress opened up. The careful management of the past seven years, with its periodic financial austerities, can now be seen in retrospect as the country's most valuable investment ever. The year 1970 closes with Brazil's foreign exchange reserves at a

(*Continued on next page*)



The Duque de Caxias oil refinery near Rio de Janeiro for which much equipment was supplied from Britain under an ECGD guarantee. Refinery and pipeline equipment worth up to £34 million is now being supplied to Brazil under a similar credit.

BRAZIL, *continued*

high level and still rising while general expansion throughout the range of industrial production and over a wide sector of agriculture promises to equal last year's overall growth rate of about 9 per cent. That Brazil has decisively passed the take-off stage is underlined by the fact that the massive inflow of long term private capital continues on a rising trend and has completely masked the effect of the recent rapid rundown of United States aid. And this has been accomplished in a political atmosphere of remarkable calm and stability.

Prosperity brings new problems

This kind of prosperity is a new experience for Brazil and brings with it an unfamiliar set of problems. Much thought is being given to how the resources now being generated can be harnessed and guided into the most productive uses. Brazilian economists have always looked forward to the time when Brazil would take her place in world markets as a competitive producer of industrial goods based on her own rich resources of raw materials. Brazilian industry, forced into rapid growth by the shortages which appeared in two world wars, has continued to develop rampantly in the somewhat artificial conditions of rigid protection established under the 'national similars' legislation and within a high tariff wall. Thus while Brazil is now completely self-sufficient in consumer and production line goods and manufactures a high proportion of her own capital equipment and heavy transport this has only been achieved by accepting penalties, and sometimes quite severe ones, in costs and technical efficiency. These penalties were accepted so long as import substitution remained the general aim. But the scope for further progress along these lines is now becoming very restricted, steel, oil and petro-chemicals being the exception in offering a prospect of substantial further advances.

Thus, backed by the strongest balance of payments for many years, the Brazilian Government are beginning to examine ways of toughening up the industrial community for a gradual move into broader international markets. It has already been accepted as axiomatic that this can only happen through progressive opening of the door to foreign competition while at the same time injecting modern technology in both processes and management, rationalizing productive units and fostering a sustained effort to improve productivity and reduce costs. A series of measures, announced by the Brazilian Minister of Finance on November 23, combines favourable credit financing for Brazilian producers of industrial equipment with substantial new tax exemptions for productive enterprises buying new machinery and a progressive reduction in customs duties on similar equipment coming from abroad. Details of these measures are still awaited but the new policy should offer many opportunities to the British exporter. The need to improve technology and industrial efficiency in general will continue for the foreseeable future to dictate the purchase from abroad of modern machinery and equipment as well as technological expertise of all kinds on an expanding scale, particularly where such imports are required to sharpen the competitive edge of Brazilian industry itself.

Previous articles in this series have been: 'Costa Rica: small but rich in opportunities' (October 28 issue); 'Peru: the changing economy' (November 11); 'The Venezuelan economy and Anglo-Venezuelan trade' (December 2); 'Panama: The right time to tackle a promising market' (December 16).

The field for potential sales covers the whole range of production equipment and specialized materials needed by modern light, medium and heavy industry. There are restrictions on the importation of machinery and equipment of which a close Brazilian-made equivalent exists, but the relevant legislation is rationally interpreted. It is impossible in the confines of a short article to give any comprehensive account of the market but the following somewhat random indications will give some hint of the range.

Industrial developments

A Brazilian Minister recently said that in Brazil the 1970's will be the decade of steel and petrochemicals. A major effort is under way to modernize and expand the Brazilian steel industry which can rely on a steadily rising internal market and large natural sources of high quality iron ore and other essential basic materials. Petrochemicals and fertilizers offer very wide and varied possibilities, particularly for those with some access to capital resources for direct participation in the industry.

The automotive and allied industries are in a state of continuous development as the expansion of Brazil's network of roads (the latest to be started, the Trans-Amazonic Highway and the Cuiabá-Santarem road, are together over 4,000 kilometres long) creates a corresponding demand for vehicles, particularly heavy commercial types (the vehicles themselves are however

A Hawker Siddeley 125 Executive Jet in the colours of the Government of the State of São Paulo. So far Brazil has taken eight of these aircraft for which there is a large potential market in the country.

covered by the restriction on "national similars"). The rapid development of the road system over such huge distances is taxing Brazil's capacity to produce enough standard earth-moving and road-making machinery; thus some of this, as well as more highly specialized highway construction plant, will have to be imported. The parallel expansion of civil engineering projects (including large hydro-electric projects and two major underground rapid transit systems in Rio de Janeiro and São Paulo) also contributes to the demand for this type of equipment.

The large number of civil construction and roadbuilding projects has in recent years continuously outstripped the capacity of the national cement and steel industries to furnish the necessary constructional materials on time and both industries look forward to a period of rapid expansion over the next five years. British firms have also had some success in this sector but closer scrutiny, particularly of the possibilities for sub-contracting and the provision of ancillary equipment would be rewarding to firms with special knowledge or equipment to offer. The demand for fuel and power is expanding at a rapid rate. Development of Brazil's hydro-electric resources, which already include some of the largest installations in the world, will be continuous over the next decade and the contract for a nuclear power station of about 500 megawatts (electrical) capacity is due to be placed in 1971. The consumption of automotive fuels is increasing at a rate which, if it continues, will require the construction of a major new refinery every two years.

Vigorous efforts are being made to establish a national aircraft industry for which components, equipment and materials will have to be imported. Shipbuilding is being pressed ahead and the possibility of Brazil's building ships for export has put an increased head of steam behind plans for further expansion of Brazilian merchant ship construction. The contract recently signed with Vosper Thorneycroft for supply of six 'Type 10' frigates to the Brazilian navy includes provision for construction of two of these ships in Brazil, with the possibility of more to follow. British firms have already had some success in the shipbuilding sector but there is clearly much more to be done.

The mineral and mining fields deserve special mention because of the vast potential resources of the country and the evolution over the past two years of a new and more forthcoming official minerals policy designed to secure co-operation of foreign firms in the effective deployment of mineral surveys and prospection and subsequent exploitation. Joint financing of these activities in collaboration with the Brazilian Government now offers potentially favourable conditions for foreign participation in the discovery and putting to use of a vast range of natural resources known to exist on the Brazilian national territory. Development of these resources will in turn require a large investment of machinery and skills for extraction, concentration and transport of a variety of metals and minerals. This sector seems certain to develop strongly over the next decade.

There is an expanding market for equipment for the processing and packaging of foodstuffs and for all aspects of consumer goods production. The development of fisheries, modern meat processing and packaging and the production of food for export are high on the list of the Government's priorities.

The launching of the M/V 'Nave Olinda', one of 24 ships of the same type being constructed in Brazilian yards for which components and ancillary equipment have been supplied from Britain. One of the yards has now signed an agreement with Austin & Pickersgill of Sunderland to build the British designed S.D.14 merchant ship.

Modernization of agriculture

Notwithstanding the rapid development of the industrial and mineral sectors, agriculture, on which Brazil has traditionally relied for the maintenance of her population and her overseas

(*Continued on next page*)

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BRAZIL, *continued*

income, must continue in the foreseeable future to supply most of her overseas earnings. Brazil produces virtually every variety of tropical, sub-tropical and temperate foodstuffs and all the natural vegetable fibres. But a great deal of modernization is needed and irrigation, mechanization, wider use of fertilizers and chemical protection and improvement of strains offer prospects of advance on a wide front. Current plans exist for the modernization of the sugar industry and for major irrigation projects in the dry lands of the North East and elsewhere. British and Commonwealth experience in tropical conditions has already led to a variety of contacts both under technical assistance arrangements and in ordinary commercial operations and there is much further scope for British enterprise here.

Finally in the State sector education and health are a major preoccupation of the present regime. With a population of which more than half is under 21 there is little hope that educational and medical facilities can catch up with rapidly growing needs. Hospitals and schools offer opportunities for fully industrialized building and the provision of specialized equipment of many kinds.

Brazil offers a friendly and appreciative welcome to British businessmen who in 1971 can visit the country in the wake of a major British political, commercial and technological effort. This began with the State Visit by HM the Queen in November of 1968, moved on to the major and highly successful Industrial Exhibition held in São Paulo in March of last year, and has since been continued through a close succession of visiting trade and specialised missions. A British Technological Symposium, the first of its kind, was held in Rio de Janeiro during November bringing together in a week-long series of lectures and discussions many hundreds of senior Brazilian businessmen and 20 British experts in fields as diverse as power generation and transmission, hospital development, water treatment, rubbish disposal, traffic systems, airport and numerical control.

Brazil is prosperous and offers a large and expanding market in stable political conditions. Imports from Britain, from a low level of £10 milion in 1965, are running at over five times that rate in 1970, only five years later. The opportunity which this represents for British exporters scarcely requires further emphasis.

Private industry participation favoured in nuclear fuel business

IT IS CLEAR that the domestic and world market for nuclear fuel elements and fuel services is bound to grow at a rapid rate, Sir John Eden, Minister for Industry, told Parliament on December 17. Sir John was moving the second reading of the Atomic Energy Bill, which provides for the establishment of the United Kingdom Atomic Energy Authority's nuclear fuel production and radioisotope businesses as separate companies – British Nuclear Fuels Ltd. and The Radiochemical Centre Ltd.

'The Atomic Energy Authority estimates that annual world demand for nuclear fuel, now approaching £200 million, will increase to £1,000 million or more by 1980', said Sir John.

'The Authority has already shown great technical and marketing enterprise in securing a growing share of this overseas business. In 1968-69, overseas orders worth some £11½ million were won and the export order book now stands at over £20 million. Particular success has been achieved in breaking into the United States market for conversion of uranium ore into uranium hexafluoride – the starting point for the enrichment process – despite the handicap of trans-Atlantic transportation costs. Contracts have been obtained against international competition to supply fuel to an American-built reactor in Holland, to reprocess fuel from American-designed reactors located at various places in Europe and to provide nuclear fuel services in other parts of the world.

'The Radiochemical Centre at Amersham provides an essential service to all users of radioactive isotopes. Its business is on a smaller scale than that of nuclear fuel services but it is no less successful. The products of the Centre are required in fundamental research in the life sciences; in radiotherapy and new methods of diagnoses in medicine. In industry they are widely employed in processing and testing. Since it was established in 1946, the Centre has had a continuous record of growth and profitability. It sells over half its output abroad.

'These two success stories add to a very considerable achievement . . . It is this very success which makes me so confident of their ability not only to hold their own against any competition but also to increase their share of these growing markets. But the Authority will be greatly assisted in this if they are run by ordinary companies set up under the Companies Acts with the normal commercial freedom to raise capital and to enter into international partnerships. Neither company will be accorded any statutory monopoly, but, of course, in setting them up, the Government envisage that the companies will be successful in retaining the present pre-eminent position of the Fuel Production Group and the Radiochemical Centre in their respective lines of business.

'The Government believe that private industry has an important contribution to make to the continued success and future expansion of the nuclear fuel business. We favour private participation from an early date – preferably from the outset – provided, of course, that we can reach satisfactory agreements on the terms and on the price of shares. In conjunction with the Atomic Energy Authority the Government propose to commission a merchant bank to advise on the problems of valuation and capital structure and to identify prospective participants.

Proposed Inswork Point generating station

MR. JOHN DAVIES, Secretary of State for Trade and Industry, has decided to hold a public inquiry into the application by the CEGB for consent to the construction of an oil-fired generating station at Inswork Point, Millbrook, Cornwall.

Mr. L. G. Hambrook, C.Eng., M.I.E.E., an Engineering Inspector of the Department of Trade and Industry, and Mr. R. G. Chase, A.R.I.B.A., M.T.P.I., a Principal Planning Inspector of the Department of the Environment, have been appointed to hold the inquiry which will open at the Lower Guildhall, Plymouth, on February 9, 1971, at 10.30 a.m. Mr. W. F. B. Shaw will act as Technical Assessor on atmospheric pollution matters.

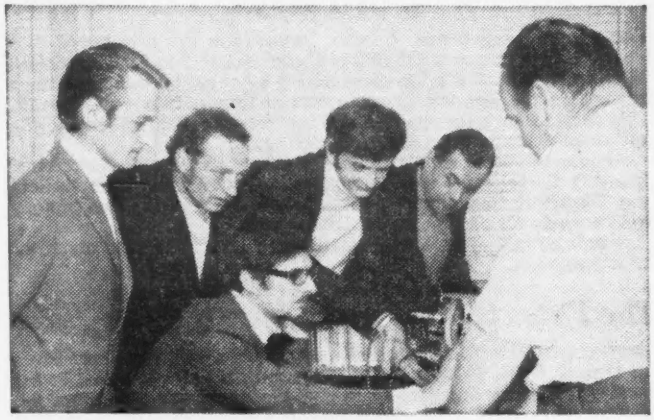
Consideration of mergers by the DTI

MR. JOHN DAVIES, Secretary of State for Trade and Industry, announced on December 22 that on the information at present before him, it is not intended to refer the following proposed merger to the Monopolies Commission under the provisions of the Monopolies and Mergers Act, 1965:

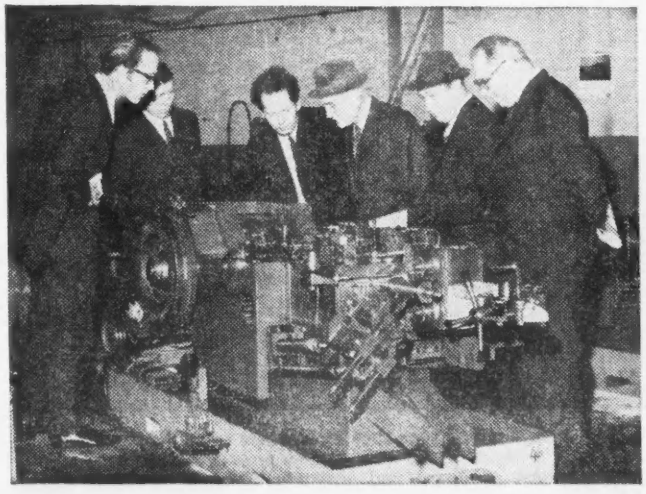
Proposed acquisition by Woolcombers (Holdings) Ltd. of Aire Wool Co. Ltd.

Lord Caldecote, director of the Delta Metal Co. Ltd., and chairman of BNEC/Export Council for Europe, was host at the ECE Tenth Anniversary Dinner, on December 15, when the guest of honour was Mr. Michael Noble, Minister for Trade. Picture shows (left to right): Lord Caldecote, Mr. Michael Noble and Mrs. Michael Noble.

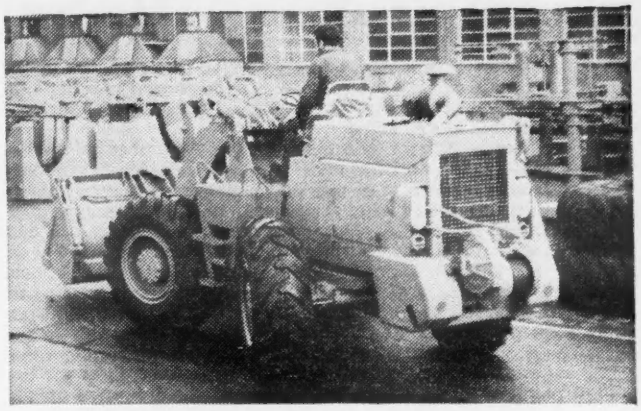
Ferrymasters have announced a new year-round service providing international road haulage facilities between the United Kingdom and Portugal. The first southbound loads on this new service were shipped on December 12, using Normandy Ferries (P & O Group Company) m.v. 'Dragon' from Southampton to Lisbon. Pictured en-route, this Crane Fruehauf 12 metre TIR semi-trailer is teamed with one of Ferrymasters AEC Mandator tractor units.



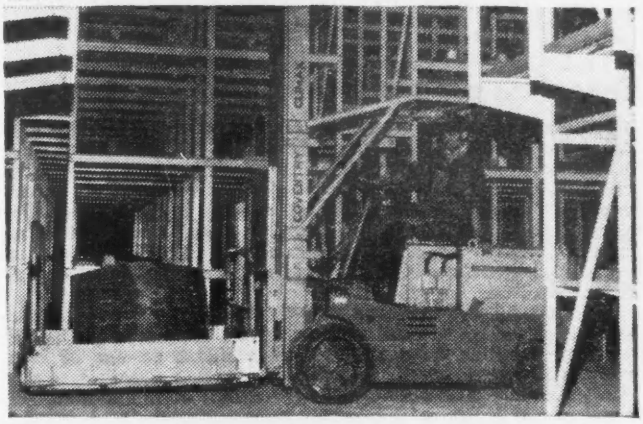
Instrument engineers from Union Carbide Belgium (SA) receiving instruction on electronic Quick-Scan instrumentation at the Taylor Instrument Companies (Europe) Ltd. training centre at Stevenage. From left to right: Mr. V. Peys, Mr. B. Neeckx, Mr. R. Erbout, Mr. J. Callebert, Mr. M. Verleysey and Mr. D. Tittle, company training officer.



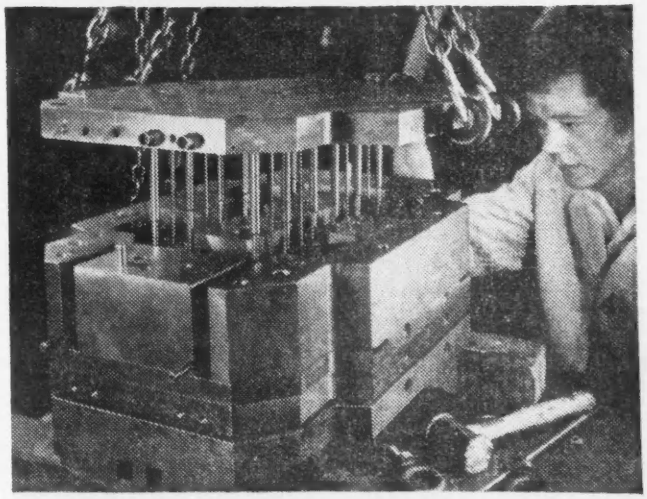
A delegation of Russian wire and wire rope specialists visiting the Leeds works of Greenwood & Batley, inspects the internal arrangement of one of Greenbat's new Mk. II heading machines. Explaining the operations (third from left) is Greenbat sales manager Mr. R. Middlemass.



Clark International Marketing SA have received an order from the Danish Army for 16 Michigan tractor-shovels, model 65AWS. The machines are being supplied from the Clark factory in Camberley, Surrey. Some units have already been shipped and all units will be in Denmark before the end of the year. Picture shows one of the machines on its way to the test area at Camberley.



Picture shows a Climax 7,000 lb. capacity electric fork truck built for use in whisky warehouses to lift hogsheads of whisky into racks. The truck is fitted with a special platform incorparating remote lift controls. These isolate the traction controls so that the truck cannot be moved accidentally when the platform is elevated.



Assembly in the Birmingham factory of BIP Tools Ltd. (Turner & Newall Ltd.) of a 12 impression hot runner tool for injection moulding plastics spools. The tool weighs 14½ cwt. and has been manufactured by BIP for the Canadian factory of J. & P. Coats Ltd., where it will be used for moulding polystyrene spools.

Changes in export licensing control

THE DEPARTMENT of Trade and Industry have made an Order, the Export of Goods (Control) Order 1970 (Amendment) Order 1970 which makes two changes in export licensing control and comes into force on January 4, 1971.

The joint announcement by the Ministry of Agriculture, Fisheries & Food and the Department of Trade and Industry of October 22, 1970 stated that exports of pigs and pigmeat will not be subject to quantitative restriction after January 3, 1971. Accordingly pork fresh, chilled or frozen (i.e. pigmeat) is removed from control and whilst pigs will continue to be subject to export licensing control on welfare grounds they will not be subject to quantitative restrictions.

The maximum values of low value aluminium goods which had remained uncharged since 1958 has been increased from £200 per ton to £300 per ton to take account of the long term rise in the general level of aluminium prices. In addition the maximum value of low value aluminium foil has been increased from £100 per ton to £130 per ton. These controls serve to reinforce control on the export of scrap and old metal mainly or wholly of aluminium.

Copies of the Order will shortly be available from HMSO, 49 High Holborn, London, W.C.1, and branches or by post from HMSO, PO Box 569, London, S.E.1.

Inquiries should be addressed to the Department of Trade and Industry, Export Licensing Branch, Broadway Buildings, 54 Broadway, London, S.W.1.

Exporting cranes to Portugal

REQUIREMENTS FOR the export of cranes to Portugal are the subject of the latest Technical Digest from THE (The Technical Help to Exporters Section of the BSI). The Digest is entitled No. 1508, issue 1 'Cranes to Portugal' and provides a run-down on the standards and Codes of Practice applying to cranes in Portugal and the approval necessary for various types of crane exported to that country. The statutory and technical regulations are stated and an appendix gives details of the system of acceptance and the procedures involved.

The addresses and scopes of organizations which may be of use to the exporter to Portugal are also given. All the specifications and codes listed in the publication are available on sale or loan from the British Standards Institution.

Copies of the Technical Digest, and details of the subscription services available which include Digests and other facilities may be obtained from The British Standards Institution, THE Section, Marylands Avenue, Hemel Hempstead, Herts (Tel. 0442 2341).

New Industry for Bedwellty

THE DEPARTMENT of Trade and Industry are to build a new factory of 15,000 sq. ft. for Clarks of Street, Somerset, at New Tredegar, Mon., in the Special Development Area.

Clarks, who claim to be the largest shoe manufacturers in the United Kingdom, employ over 12,000 people at their headquarters at Street in Somerset (where the firm was established in 1825) and in 16 other factories in various parts of the country. An output of over 16 million pairs of shoes is planned for next year for sale both in this country and in various overseas markets.

The factory will be built by the Welsh Industrial Estates Corporation, on behalf of the Department of Trade and Industry, on the site of the former Elliot Colliery on land which has been acquired from the Bedwellty Urban District Council.

This will be Clarks 18th factory in the United Kingdom, they already have 15 in the West Country, one at Williamstown in the Rhondda Valley and one in Northamptonshire. About 70 people will be employed at New Tredegar by the end of 1971 and recruitment will commence early next year. This will be the subject of an announcement in the local press when arrangements for the provision of training have been completed. The company will build up their labour force to 200 (120 men, 80 women) within three years.

Advance factory at Penryn

THE ENGLISH INDUSTRIAL Estates Corporation has announced that a contract worth about £55,000 has been awarded to C. E. Christian Ltd., of Newquay, for the construction of a 10,000 sq. ft. advance factory on the Kenrick Road Industrial Estate, Penryn, Cornwall. This contract includes site development works which will enable the unit to be extended by a further 30,000 sq. ft.

Architects for this project are Geoffrey Bazeley & Associates; Quantity Surveyors, J. H. Snellgrove & Partners, and Mechanical and Electrical Consultants, Hoare Lea and Partners. The factory will be ready for occupation in August 1971.

A unit of this size would normally give employment to about 40 or 50 people.

The Patents (Fees Amendment) Order 1970

THE PATENTS (Fees Amendment) Order 1970 which came into force on December 24, 1970, increases the maximum fees specified in the First Schedule to the Patents Act, 1949, except the maximum fee chargeable on application for a patent.

Copies of the Order (S.I. 1970 No. 1953) may be obtained from the Patent Office, Orpington, Kent, BR5 3RD, from the Sale Counter, Patent Office, 25 Southampton Buildings, London, WC2A 1AY and from HM Stationery Office at the usual addresses, price 7d. (3p) by post 11d. (4½p).

Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade and Industry, has been making a series of regional visits to meet representatives of industry, trade and commerce. In the picture on the left, Mr. Grant is seen (centre) in Max Factor and Co.'s perfumery at Bournemouth. With him is Mr. N. S. Stranger (right) and Mr. Gordon Millgate, head perfumer. During his tour of the Poole and Bournemouth areas Mr. Grant also visited J. and S. Sieger Ltd., Hamworthy Engineering Co. Ltd. and Southern Ocean Shipyard Ltd. Right: Mr. Grant visiting the new Rawlplug factory at Thornliebank, Glasgow, during a two-day tour of Scottish industry. Picture shows Mr. Grant (right) greeting members of Rawlplug management on his arrival at the factory. (Left to right): Mr. E. J. Snee, works director; Mr. W. J. Milliken, works manager; Mr. Peter Simonis, managing director, Burmah Industrial Products Ltd., of which Rawlplug is a member; and Mr. John Tweedie-Smith, managing director, Rawlplug.

Applications for temporary exemption from import duty

THE DEPARTMENT OF TRADE AND INDUSTRY are considering an application for the temporary exemption from import duty of the material listed below on the grounds that this material is not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for this material, or who are interested in its future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Brunswick House, 2 Central Buildings, Matthew Parker Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by January 6, 1971.

Tariff Heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
73.19	Cold formed, longitudinally butt welded, circular steel pipes, of an outside diameter of not less than 35·875 inches and not more than 36·125 inches, and of a wall thickness not less than 0·475 inches and not more than 0·550 inches, not painted or otherwise coated	Large diameter steel pipes	May, 1971	T 11560

Registration of Films: consolidation and amendment of regulations

THE FILMS (Registration) Regulations 1970 published on December 21, 1970, and coming into force on January 1, 1971, consolidate and amend the Films (Registration) Regulations 1960, as amended.

The principal amendments now made appear in Schedule 1 and relate to Registration Form C on which evidence of the British nature of a film is submitted. They take account of the amendments made by the Films Act 1970 relating to the determination of whether a film is registerable as a British film.

Notes

The effects of the principal amendments are:

1. that the amount of playing time which may be treated as not forming part of the film is reduced from 10 per cent to 7½ per cent;
2. that payments in respect of copyright in a work created for use in a film may be included in the labour costs of that film;
3. that the levels of payments to individuals which are required to be stated separately on registration form C are raised; and
4. that the exclusion of remuneration to two foreign persons from the labour costs of the film is conditional upon one of those persons having been engaged as an actor or actress and in no other capacity.

Copies of the new regulations, SI 1970 No. 1858, may be obtained from HM Stationery Office or through any bookseller at a price of 2s. 6d. per copy (2s. 10d. including postage).

Minister for Industry meets TUC Steel Committee

SIR JOHN EDEN, Minister for Industry, met members of the TUC Steel Committee on December 18, to hear their views on the future of the British Steel Corporation.

The Committee expressed concern at reports that had appeared in the Press and elsewhere about changes which may be contemplated by the government for the public sector of the steel industry.

The Minister told the Committee that he would bear their views in mind, but the Government's policy for steel was still being developed. The Unions would, in any case, be further consulted in line with the undertaking to this effect given by the Secretary of State on November 9, in the House.

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Aviation and Shipping

Mr. John Davies receives report on Third London Airport

MR. JOHN DAVIES, Secretary of State for Trade and Industry, received the report and recommendations of the Commission on the Third London Airport on December 18.

Answering a written Parliamentary Question Mr. Davies said that he 'must place on record the Government's deep appreciation of the thorough and exhaustive study which the Commission have made. The Government has decided that this report should be printed and published at the earliest practicable date. It is a substantial document and publication will take about six to eight weeks.

'However, in view of the great public interest in this most important matter, and to avoid speculation, we have decided to make known at once the recommendations and the broad line of reasoning which led to them.

'The Commission has at my request prepared in the form of a press release a summary of some of the main reasons for its recommendations, though it has emphasized that this summary is no substitute for the full appraisal of the evidence contained in the report.

'The Government intends that decisions on the location and the timing of the construction of the Third London Airport should be taken as soon as possible. The Government will, however, allow adequate time after publication of the full report for public discussion and for consideration of the views of those concerned before coming to a firm decision. They hope that interested parties will study the full report before deciding on the nature of any representations they wish to make.'

Notes:

The Commission (except Professor Buchanan) makes three main recommendations:

(a) a third London airport should be built at Cublington in Buckinghamshire;
(b) the first runway at the airport should be brought into operation during 1980;
(c) immediate planning should take place in order to provide the opportunity for an earlier opening date should subsequent events make this desirable.

Professor Buchanan agrees with the second and third of these recommendations, but in a note of dissent disagrees with the first and recommends that a third London airport should be built at Foulness.

The report of the majority has recommended that compensation should be paid in the areas which would be affected by the worst of the noise caused by an airport at Cublington as well as to those whose land will be required for the airport itself.

The chairman of the Commission, Mr. Justice Roskill said after he had submitted the report:

'My colleagues and I are well aware that our recommendation will be a bitter blow to those in the Buckinghamshire area, however much it may come as a relief to those in the areas which would have been affected by the choice of one of the other three sites on the short list. But we have felt reluctantly compelled to make the recommendation because we are convinced, for the reasons which will appear when our report is published, that Cublington is the right answer, notwithstanding the hardship which will be caused to those directly affected and the loss of countryside involved.'

Minister for Trade welcomes new anti-hijacking convention

MR. MICHAEL NOBLE, Minister for Trade, on December 17 welcomed the overwhelming international support for the ICAO convention against hi-jacking which was adopted by a diplomatic conference at The Hague, and signed by Britain among other countries.

'It is indeed good news that there has been so much agreement internationally on how to deal with hi-jacking crimes,' said Mr. Noble in a statement. 'However, adoption of this convention by so many countries does not remove the necessity for security measures designed to prevent potential hi-jackers getting aboard aircraft. I want to remind all those who are responsible for security that the need for vigilance continues. But the adoption of this convention at the Hague shows that Governments are prepared to reinforce their security measures through an internationally-agreed method of handling offenders, which will act as an additional deterrent against hi-jacking.'

Further details of the convention were given on December 17 in the House of Commons by Mr. Anthony Royle, Parliamentary Under-Secretary of State, Foreign and Commonwealth Office, in a written answer.

He said that 73 out of the 77 States taking part in the conference voted for the adoption of the International Convention for the Suppression of Unlawful Seizure of Aircraft. Two (Algeria and Chile) abstained and two were absent. Among those supporting the Convention were the United Kingdom, the United States, the USSR, and the United Arab Republic.

'The Convention provides for the creation of the offence of unlawful seizure of aircraft (hi-jacking) to be punished by severe penalities. It includes provision for arrest and for extradition of offenders between contracting States, and confers jurisdiction to prosecute on any State where the offender is found if that State does not choose to extradite him,' said Mr. Royle.

Notes:

The text of the Convention of Unlawful Seizure of Aircraft was drawn up by the Legal Committee of ICAO in February-March, 1970, after a special Committee had been set up by the Council of ICAO to consider hi-jacking. The new Convention is subject to ratification by signatory States who already number 50 and will later be opened for signature by all States.

The Legal Committee of ICAO met in London in October to draft a further convention on acts of violence against aircraft other than hi-jacking which is to be considered by a Diplomatic Conference in 1971.

New security measures for weapons in civil aircraft

STRICTER CONTROLS on the carriage of weapons in civil aircraft were introduced by the Department of Trade and Industry on December 23. From December 31 it will be an offence for a person to carry or have in his charge any weapon on board an aircraft registered in the United Kingdom unless stowed in a part of the aircraft inaccessible to passengers and, if it is a firearm, kept unloaded.

This is one of the changes made by The Air Navigation (Second Amendment) Order 1970 (SI 1970/1951) which gives effect in United Kingdom registered aircraft to a recommendation of the 17th Assembly of the International Civil Aviation Organization held in Montreal from June 16-30, 1970, which considered all aspects of acts of violence against civil aviation.

The existing prohibition in the Air Navigation Order of the carriage of munitions of war is maintained. It will not apply to weapons or ammunition on board an aircraft registered in a country other than the United Kingdom if carried in accordance with the law of the state of registry for the safety of the aircraft or persons on board.

Copies of the Air Navigation (Second Amendment) Order 1970 (SI 1970/1951) are available from HMSO (price 1s. 6d.) or by post from HMSO, PO Box 569, London, S.E.1 (price 1s. 10d.).

Note:

The penalties on summary conviction or indictment could be a fine not exceeding £200 or imprisonment for a term of six months or both such fine and imprisonment.

Precision Approach Radar report

THE DEPARTMENT of Trade and Industry have issued 'Precision Approach Radar', the report of the inquiry into the need to retain PAR to monitor ILS approaches (HMSO, price £1 10s. [£1.50]).

INDEX OF REGULAR STATISTICS

When did Trade and Industry *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

An index of the date on which all regular statistical articles were last published will be found on the page following contents page.

Parliamentary Answers

Below is a selection of Parliamentary Answers of interest to trade and industry

THURSDAY, DECEMBER 17

Consumer Council

Mr. Nicholas Ridley, Parliamentary Under Secretary of State for Industry, was asked what representations he had received from the Consumer Association regarding the withdrawal of Government financial assistance to the Consumer Council; and what reply he had given. Mr. Ridley answered that he had met representatives of the Consumer Association and they had given him their views on the Government's decision and its likely effects. He had explained the reasons for the Government's decision.

Trade with Romania

A Member asked whether HM Government had now entered into a commitment with the Romanian Government whereby they would receive substantial increases in their agricultural and horticultural quotas in recognition of placing a certain irrigation contract in the United Kingdom. Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade, said that the former Administration gave an undertaking to the Romanian Government that in the event of their placing in the United Kingdom a contract for an irrigation project in Romania, and because the conclusion of such a contract would indicate a continuing high level of exports generally to Romania, certain agricultural and horticultural quotas would be increased by a total annual value of £1 million.

'We felt it right that we should honour that commitment and the Romanian Government were so informed,' added Mr. Grant.

FRIDAY, DECEMBER 18

Trade Descriptions Act

In reply to a question on action required under the Trade Descriptions Act by a firm selling a chemical which it was known to manufacture itself but which in fact contained quantities of a similar chemical but of another manufacturer so as to bring this fact to the notice of the purchaser. Mr. Ridley answered: 'In these circumstances the firm must avoid giving any indication, or anything likely to be taken for an indication, that the goods are wholly of its own manufacture.'

Imports from the Argentine

Answering a suggestion that steps should be taken to limit imports of food from the Argentine to the average level of our exports to that country. Mr. Ridley said: 'No, this Government does not favour bilateral trading policies and we hope to see an expansion of trade with Argentina in both directions.'

Fibre content of fabrics

Asked if, under Section 8 of the Trade Descriptions Act 1968, he would make an order compelling all manufacturers to affix a label indicating the percentage of each fibre in the main fabric used in clothing, Mr. Ridley said that consideration was best deferred pending the outcome of discussions on this subject taking place within the European Economic Community.

UNCTAD

Mr. Grant was asked whether the list of exceptions to duty-free entry under the new United Nations Commission for Trade and Development agreement was subject to alteration if the United Kingdom became a member of the European Economic Community. He replied that our preferential arrangements would be assimilated to those of the Community, which were likely to afford duty-free entry for all manufactures and semi-manufactures without exception but with provision for a limitation of the quantities to be imported without duty.

Asked by what stages Commonwealth preferences would disappear in favour of the new preferential arrangements for all developing countries, Mr. Grant said: 'Like other major developed countries we intend to implement the new preferences for developing countries in one step. Thus Commonwealth countries will from the outset share their existing preferences with developing countries generally on products covered by our scheme.'

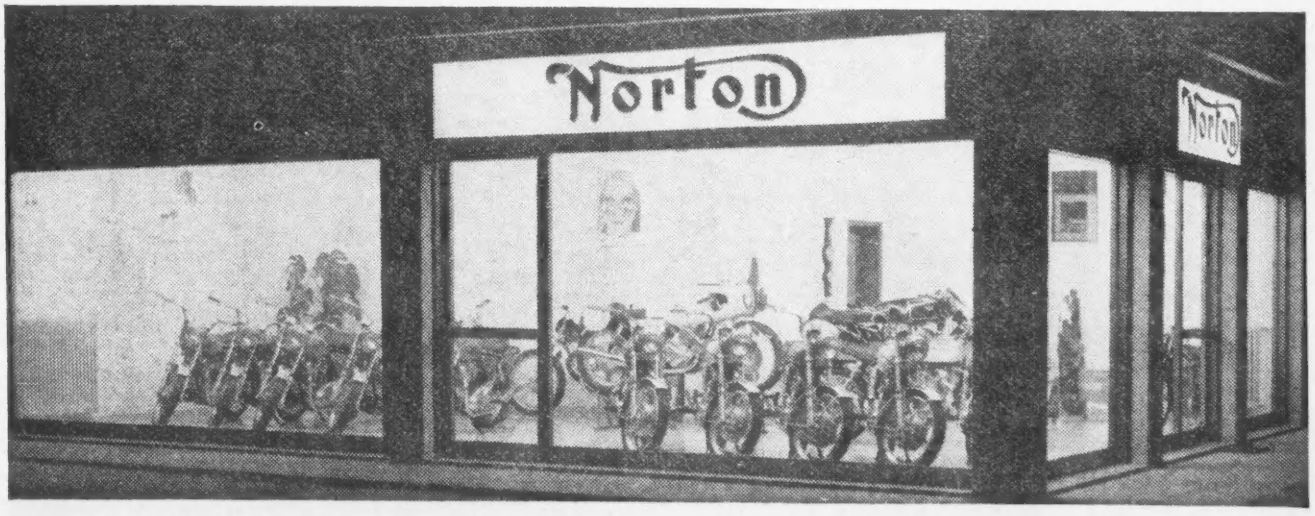
A Member asked Mr. Grant whether he was satisfied that the potential loss of trade by Commonwealth Caribbean countries in the United Kingdom, as a result of their competitors having access to the United Kingdom market under the new United Nations Commission for Trade and Development agreement, would be fully compensated by their access to other markets. 'We are not proposing to grant generalized preferences on the main imports from these countries now enjoying Commonwealth preference,' Mr. Grant replied. 'Access to other markets will offer opportunities for trade and investment but I cannot assess in advance what benefits may result. We shall be able to take this into account when reviewing the operation of our scheme.'

In answer to a further question, Mr. Grant said: 'On behalf of Hong Kong we have claimed the benefit of generalized preferences for their exports and we are discussing possible arrangements with other major industrialized countries.'

Investment allowances

A Member inquired what financial benefit would a firm starting up in a special development area and spending £50,000 on capital equipment receive during its first 12 months, assuming that it made no profit in that settling-in period, under the system of investment grants prevailing before October 27, 1970 and under the system of investment allowances, respectively. Mr. Grant replied that the precise benefits would depend on the particular circumstances of the case. Under the old system a firm in a special development area might have received during its first 12 months an investment grant of 40 per cent in respect of eligible plant and machinery, a grant of up

(Continued on next page)



Norton Villiers Ltd. are planning to open branch offices in a num ber of important centres. Photograph illustrates one of a showroom recently opened by Sergio Gloria in Padova, Italy.

PARLIAMENTARY ANSWERS, *continued*

to 35 per cent on new industrial buildings and possibly other assistance under the Local Employment Acts. Under the new system the firm might receive a grant of up to 45 per cent on new industrial buildings and the possibility of greater assistance under the Local Employment Acts. But as investment grants, for example, were paid with a delay of about nine to 12 months it was probable that a lot of the grant payable on the first year's expenditure would not be received in the first year.

In subsequent years, in addition to grant, the firm might under the old system have received the benefit of a 30 per cent initial allowance on plant and machinery ineligible for investment grants and 40 per cent initial allowance on industrial buildings. Under the new system it might receive the benefit of free depreciation (on a wider range of assets than was eligible for grant) or improved allowances on plant and machinery, and it would continue to attract a 40 per cent initial allowance on industrial buildings. Under both systems the benefit of grants was felt somewhat earlier than the tax savings through capital allowances, but under the new system firms would pay less tax on profits earned on existing as well as new investment.

Parliamentary Answers on aviation and shipping

THURSDAY, DECEMBER 17

Aircraft noise

A Member asked what estimate had been made of the impact of noise on the lives of those living within a radius of 12 miles of London Airport, Heathrow. Mr. Michael Noble, Minister for Trade, said the Wilson Committee on Noise (Cmnd 2056) examined the effect on people of noise of all sorts and carried out a social survey of public feeling on aircraft noise around Heathrow. More recent data substantially confirmed the main findings of the Wilson Committee.

Trawler support ship 'Miranda'

Mr. Anthony Grant, Parliamentary Under Secretary of State for Trade was asked to announce what arrangements had been made for 'Criscilla', a trawler owned by J. Marr and Son Ltd., to act as a link vessel until the supply ship 'Miranda' was in station; and if he would give an assurance that medical services would be adequate for the fishing fleet in Iceland waters. Mr. Grant replied: 'The "Starella", another trawler owned by J. Marr and Son Ltd., is at present on station off north west Iceland receiving and re-broadcasting routine 12-hourly weather forecasts and any necessary gale and icing warnings. The trawler "Criscilla" will take over responsibility for gale and icing warnings from the "Starella" on December 22 and the routine forecasting from December 19 while on passage to Iceland.

'A special watch on the weather in the sea area off north west Iceland is being maintained at the Central Forecasting Office at Bracknell and forecasts and warnings are being sent to these link ships for re-broadcast to the fishing fleet.

'Neither trawler has spare accommodation to carry any specialized staff.

'A firm date for the support ship "Miranda" to be on station cannot yet be given but it is expected that she will sail for Iceland at the turn of the year.'

A further question concerned the date on which it was expected the mother vessel 'Miranda' would be converted for support service off Iceland; what were the supply difficulties which had to be overcome; and what were the details of pay conditions for the seamen upon this vessel. Mr. Grant said that tthe conversion was expected to be completed on December 20. Trials and storing of the ship were to follow and she was expected to sail for Icelandic waters at the turn of the year. The difficulties which had been experienced with supplies had now been virtually overcome. A small number of items, stores davit, heated windows, an inflatable raft and the X-ray equipment, were still outstanding, but these were expected in time for delivery of the ship on the date stated.

'It is not possible at this stage to give details of pay conditions as these are now the subject of current negotiations between the managers (Ellerman's Wilson Line Ltd. Hull) and the unions concerned,' said Mr. Grant.

FRIDAY, DECEMBER 18

Boards of BOAC and BEA

A Member asked Mr. John Davies, Secretary of State for Trade and Industry whether he would make a further announcement about the board membership of British Overseas Airways Corporation and British European Airways. Mr. Davies said: 'I announced on November 27 that I am appointing Mr. Keith Granville and Mr. Henry Marking to be chairman of BOAC and BEA respectively, for three years from January 1, 1971. I am also making the following further appointments for the same period.

BOAC: Deputy chairman – Sir Arthur Norman; full-time members – Mr. J. R. Stainton, Mr. D. H. Glover; part-time members – Mr. G. R. Chetwynd, Mr. A. W. Fisher, Mr. H. E. Marking, Sir Richard Way.

BEA: Deputy chairman – Sir Kenneth Keith; full-time members – Mr. K. G. Wilkinson, Mr. P. C. F. Lawton, Captain J. W. G. James; part-time members – Mr. Keith Granvile, Mrs. Alison Munro, Sir Iain Stewart.'

Underwater craft

A Member asked what support the Department of Trade and Industry was giving to the development of submersible workboats and other underwater craft. Sir John Eden, Minister for Industry, said that existing vessels both manned and unmanned had been studied. Contracts had already been let to investigate the commercial possibilities of existing submersibles and, where possible, practical field tests had been made to evaluate their performance in relation to the needs of potential users. Other basic types were the subject of engineering feasibility studies. The Natural

Twenty-one ODO 750 metal-halide floods are providing a well-lit welcome this winter for inter-continental 'jet-set' travellers at Heathrow Airport's new Terminal 3. The floodlights have been installed over Heathrow's 'K Apron' pierhead, where the giant Boeing 747 'jumbo' jets disembark and take on passengers. Terminal 3 was built by the British Airport Authority to speed up passenger and luggage loading on inter-continental flights.

Environment Research Council had sponsored work at sea with one type of submersible to assess its possibility for marine research and had issued a report.

The Department was in discussion with industry on ways of improving the performance of submersibles.

Committee on Marine Technology

Asked when the Committe on Marine Technology would next produce a report on their progress, Sir John Eden said that the Committee was an inter-departmental advisory committee and its functions and activities would be subject to the review of functions of Central Government as announced in the White Paper on The Reorganization of Central Government. It would be best if the question of a further report of its progress were to await the outcome of this review.

Surface oil rigs

Sir John Eden was asked whether, in view of the hazard to shipping and interference with fishing operations caused by surface oil rigs, he would encourage oil companies to accelerate their development programmes on sub-sea production systems. Sir John replied that the siting of the surface platforms was controlled by the Department of Trade and Industry and before consent was given shipping and fishing interests were carefully considered. He was satisfied that for commercial reasons the oil industry would continue to develop underwater oil and gas production systems as quickly as possible.

Air/sea rescue

Replying to a question on plans for ensuring that users of the marine environment paid for air/sea rescue operations and other maritime services which were at present financed from public funds, Mr. Grant said that the United Kingdom, as a contracting party to the Safety of Life at Sea Convention, had undertaken to ensure that necessary arrangements were made for the rescue of persons in distress at sea round its coasts. To ask these persons to pay for air/sea rescue operations would raise wide issues of principle that would need careful consideration. It was already our practice to charge fees for maritime services wherever appropriate, and it was our policy that such fees should recover the full cost of providing the services.

Support ship 'Miranda'

Mr. Grant was asked what discussions he had had with the representative of the Transport and General Workers Union, the Skippers Guild and other representatives of the fishing industry on the decision to use the trawlers 'Starella' and 'Criscilla' as link vessels, following the decision not to replace HMS 'Malcolm' with another vessel of the Royal Navy off the north-west coast of Iceland until the 'Miranda' was able to take up her station. Mr. Grant replied that there had not been formal discussions but the Trade Unions concerned, and the British Trawler Federation, had been kept informed.

Another question concerned the sort of small craft which would be used by the crew members of the 'Miranda' in possible ferrying operations. Mr. Grant said that standard 16 foot rubber inflatable boats as used by the 'Orsino' last year would be used. A rigid inflatable similar to those used by the Royal National Life-boat Institution was also being embarked for comparative trials. No weather limitation was being put on the use of these boats but the Support Commander would take account of weather conditions before deciding to use them. Full protective clothing as used in 'Orsino' last year was being supplied for use on the upper deck and for boat work. The provision of life insurance for members of the crew was still a matter of negotiation between the 'Miranda's' managers and the unions.

Asked what service the vessel 'Miranda' would give to British fishing vessels Mr. Grant said: 'The support ship "Miranda" is being deployed this winter off north west Iceland in accordance with Recommendation 4 of the Holland-Martin Report. She will provide services similar to those provided by 'Orsino' last winter. Specialist skills will not be required of the crew provided by the managers but the ship will be carrying additional specialists such as a doctor and meteorological officer and the Master will also act as Advisory Officer to trawlers in the area.'

The crew proposed for 'Miranda,' Mr. Grant said in reply to another question, and agreed with the appropriate unions, would amount to 30 and in addition there would be three specialist staff. 'Orsino' was chartered by the Board of Trade for service in 1968/69 and again in 1969/70 on time-charter terms. The amounts paid to the crew were accordingly agreed between the owners, Messrs. Hellyer Bros. of Hull and the crew, and were not known to the Department. Rates of pay for the crew of 'Miranda' were still the subject of negotiations between the managers (Ellermans Wilson Line Ltd., Hull) and the unions involved.

Mr. Grant was then asked what was the tonnage and age of the vessel 'Miranda'; how much she cost; what was the nature and extent of the alterations now being carried out at Immingham; and how she would compare with similar vessels servicing other foreign fishing fleets. He said: 'The gross tonnage of "Miranda" after conversion, will be 1,462 tons. Originally built in 1942 she was rebuilt in 1967 in order to undertake geophysical survey work. She is strengthened for navigation in ice and was built and has been maintained in Lloyd's Class + 100 A1 throughout her life. The ship cost £90,000 and is now having a major conversion. She has been given flush decks and her upper surfaces have been cleared of mast and rigging to minimize ice accretion.

'New accommodation has been built and the original accommodation rebuilt to British standards. Cabins are single-berth, and mechanically ventilated and heated. Television and cinema facilities are provided. A six-berth hospital has been installed, equipped with X-ray apparatus, dental and surgical facilities. The ship is fitted for communications with shore stations, aircraft and the trawler fleet and has weather forecasting equipment. A workshop will allow her to give the technical assistance called for in the Holland-Martin Report.

'Comparable information about vessels supporting foreign fishing fleets is not readily available.'

Correct credit mail meters

THE POST OFFICE is asking all users of postal franking meters for a special return of meter readings for the week ending February 13, 1971. All franking machines issued since June 1968 by the five companies authorized to supply them have printed an all-pence postage value, as a simple figure without the pence sign. The companies have also been converting old-style machines. With the switch to decimal currency, the printed franking figures that now represent £sd values will be accepted as £p values.

This means that credit amounts still showing on meters will jump to nearly 2½ times their value over decimal week-end. To cover this sudden appreciation of value, the Post Office will use the special returns of meter readings to convert these amounts from £sd to £p, and charge the customer the difference. On shilling-and-pence machines still in use on D-Day the Post Office will not renew credit once it is exhausted and machines which have not been converted to work all in pence cannot then be used to stamp mail.

International Atomic Energy Agency: meetings and conferences

DETAILS OF THE following meeting to be held jointly by the IAEA and IMCO are now available from the Department of Trade and Industry:

Symposium on Nuclear Ships, May 10-15, 1971, Hamburg, Germany.

The object of the meeting will be to review the current status of and projected developments in technical and economic aspects of nuclear ships and the special problems associated with their safety regulations and liability. The main topics are:

(a) Review of national programmes and plans
(b) Special problems of nuclear ship design
(c) Power reactors for nuclear ships
(d) Experience in the construction and operation of nuclear ships
(e) Safety of nuclear ships
(f) Entry of nuclear ships into ports
(g) Liability for and financial cover of nuclear ships
(h) Economics of nuclear ships

Further information about the meeting and details of participation can be obtained from: Mr. T. Abbott, Department of Trade and Industry, Millbank Tower, London, S.W.1 (Tel. 01-834 2255, Ext. 280).

Twenty CoID training courses in 1971

THE 1971 PROGRAMME of 20 courses run by the Council of Industrial Design for retail sales staff, wholesalers and managers includes residential training on subjects ranging from bathroom fittings to cutlery. There are two types of course available: basic product knowledge courses for beginners in a trade, and refresher courses for more experienced salesman, management and senior staff. Further details and booking forms are available on request from Retail Section, Council of Industrial Design, 28 Haymarket, London, S.W.1.

Overseas decimal postage rates

THE POST OFFICE have published, in *Overseas Mail Bulletin*, details of overseas postage rates effective from February 15, 1971, and the revised postage rates and services which will be introduced on July 1, 1971. The postage rates effective from February 15 are decimal equivalents of current rates, but the rates and services to be introduced on July 1 have been revised as a result of decisions taken at the Universal Postal Union Congress held in Tokyo in 1969.

Appendices 1 and 2, giving these rates, are reprinted below, from *Overseas Mail Bulletin*. Further information can be obtained from Overseas Mails Division, Postal Headquarters, St. Martin's-le-Grand, London, EC1A 1HQ (Tel. 01-432 4203, 4218, 4391).

Appendix 1. Overseas Rates (from February 15, 1971, until June 30, 1971)

AIR MAIL		
Letters		
Zone A	per ½ oz	5 p
Zone B	per ½ oz	7½p
Zone C	per ½ oz	9 p
Europe (All-Up) (excluding Gibraltar and Malta)	not over 1 oz	4 p
	each additional oz	2 p
Gibraltar and Malta (All-Up)	not over 1 oz	2 p
	each additional oz	1 p
Air Letter Forms		4 p
Postcards		
Zone A		2½p
Zone B		4 p
Zone C		4 p
Europe (single)		2 p
Europe (reply-paid)		4 p
Printed Papers, Small Packets, Insured Boxes and Samples		
Zone A	per ½ oz	2½p
Zone B	per ½ oz	3 p
Zone C	per ½ oz	3½p
Phonopost		
Zone A	per ½ oz	3 p
Zone B	per ½ oz	3½p
Zone C	per ½ oz	4 p
Newspapers/Periodicals		
Zone A	per ½ oz	1 p
Zone B	per ½ oz	1½p
Zone C	per ½ oz	2 p
Europe (excluding Gibraltar and Malta)	not over 1 oz	2½p
	each additional oz	1½p
Gibraltar and Malta	not over 1 oz	2 p
	each additional oz	1 p
Literature for the Blind		
Zones A, B and C	per 2 oz	1 p
SURFACE MAIL		
Foreign letters	not over 1 oz	4 p
	each additional oz	2 p
Commonwealth letters	not over 1 oz	2 p
	each additional oz	1 p
Postcards	single	2 p
	reply-paid	4 p
Printed Papers		
1. Ordinary rate	not over 2 oz	1½p
	each additional 2 oz	1 p
2. Reduced rate	not over 2 oz	1 p
	next 2 oz	½p
	each additional 4 oz	1 p
3. Bulk post bags		
Ordinary rate	for the first lb	7½p
	each additional lb	6½p
	less 5% of total postage	
Reduced rate	per lb	5 p
	less 5% of total postage	
Phonopost	not over 2 oz	3 p
	each additional 2 oz	3 p
Samples	not over 2 oz	1½p
	each additional 2 oz	1 p
Small Packets	not over 8 oz	7½p
	(minimum charge)	
	not over 10 oz	8½p
	each additional 2 oz	1½p
Insured Boxes	not over 10 oz	14½p
	(minimum charge)	
	each additional 2 oz	3 p
	plus appropriate insurance fees	
Literature for the Blind		Postage Free
MINOR SERVICES		
Registration		15 p
Insurance	up to £28	16 p
	per additional £14 up to a maximum of £400	1 p
Compensation		
Registered packets		£3.40
Uninsured parcels	not over 2 lb*	£1.35
	not over 7 lb	£2.05
	not over 11 lb	£3.40
	not over 22 lb	£5.45
Express		10 p
Reply Coupons		
International		6 p
Commonwealth		3 p
Customs		
Clearance fee (letters)		9 p
Clearance fee (parcels)		14 p
Storage fee (trade parcels)	per day after 28 days (maximum £1·35)	5 p
COD		
Outward fee	up to £1	1½p
	from £1 to £2	3 p
	for each additional £1 up to £40 maximum	1 p
Inward delivery fee		1½p
Advice of Delivery (for registered or insured items)		
requested at time of posting		4 p
requested after posting		5 p
return by air (see PO Guide)		1 p

* For those countries to which the first weight step is 3 lb. (mainly Commonwealth countries) the compensation for a 3 lb. parcel will be £1·35.

Certificate of Posting	
(for unregistered postal packets)	1 p†
Inquiries about loss or non-delivery	5 p
Postal Packets in bond	
Expedited customs examination, re-addressing and inspection fees	
1 packet	£0.50
2 packets	£0.70
3 packets	£0.90
4 packets	£1.10
5 packets	£1.20
6-10 packets	£1.40
11-20 packets	£1.80
21-30 packets	£2.20
31-40 packets	£2.60
41-50 packets	£3.00
Each additional 25 or part thereof	£0.50

The re-addressing fee is halved if the addressee or his agent calls at the depot to attend to re-addressing personally.

Parcel Post

Parcel rates (Air and Surface) will be the decimal equivalent of £sd rates although some rates have been rounded down for the convenience of customers and counter staff. Full details will be given in the new (decimal) PO Guide.

† The Certificate of Posting is the same for inland and overseas items. As the inland fee is being increased to 1 p, a corresponding increase is being made in the fee for overseas items.

Appendix 2. Overseas Rates (from July 1, 1971)

AIR MAIL		
Letters		
Zone A	per ½ oz	5 p
Zone B	per ½ oz	7½p
Zone C	per ½ oz	9 p
Europe (All-Up) (excluding Gibraltar and Malta)	up to 1 oz	5 p
	up to 2 oz	9 p
	up to 4 oz	12½p
	up to 8 oz	30 p
	up to 1 lb	50 p
	up to 2 lb	80 p
	up to 4 lb	130 p
Gibraltar and Malta (All-Up)	up to 1 oz	3 p
	up to 2 oz	5 p
	up to 4 oz	7½p
	up to 8 oz	10 p
	up to 1 lb	20 p
	up to 2 lb	35 p
	up to 4 lb	70 p
Air Letter Forms		5 p
Postcards		
Zone A		3 p
Zone B		4 p
Zone C		5 p
Europe		3 p
Printed Papers, Small Packets and Insured Boxes		
Zone A	per ½ oz	3 p
Zone B	per ½ oz	4 p
Zone C	per ½ oz	5 p
Newspapers/Periodicals		
Zone A	per ½ oz	1½p
Zone B	per ½ oz	2 p
Zone C	per ½ oz	2½p
Europe (All-Up) (excluding Gibraltar and Malta)	up to 1 oz	3 p
	each additional oz	1½p
Gibraltar and Malta (All-Up)	up to 1 oz	3 p
	up to 2 oz	5 p
	up to 4 oz	7½p
	up to 8 oz	10 p
	up to 1 lb	20 p
	up to 2 lb	35 p
	up to 4 lb	70 p
Literature for the Blind		
Zones A, B and C	per 2 oz	1 p

SURFACE MAIL

Weight not over	Foreign letters	Commonwealth letters
1 oz	5 p	3 p
2 oz	9 p	5 p
4 oz	12½p	7½p
8 oz	30 p	10 p
1 lb	50 p	20 p
2 lb	80 p	35 p
4 lb	130 p	70 p

Weight not over	Printed Papers (Full rate)	Printed Papers (Reduced rate)
1 oz	3 p	1½p
2 oz	4 p	2 p
4 oz	5 p	2½p
8 oz	8 p	4 p
1 lb	15 p	8 p
2 lb	25 p	15 p
4 lb	40 p	25 p

Normal weight limit is 4 lb. However consignments of books or booklets weighing up to 11 lb may be sent as Printed Papers as follows:

5 lb	50 p	30 p
7 lb	70 p	40 p
9 lb	90 p	50 p
11 lb	110 p	60 p

Printed Papers (Bulk Post Bags)

Full rate:	20 p per 2 lb
Reduced rate:	12 p per 2 lb

Weight not over	Small Packets	Insured Boxes
4 oz	5 p	
8 oz	10 p	15 p
1 lb	15 p	25 p
2 lb	30 p	50 p
Postcards		3 p
Literature for the Blind		Postage Free

MINOR SERVICES

Registration		20 p
Insurance	up to £28	21 p
	per additional £14 up to a maximum of £500	1 p
Compensation		
Registered packets		£5·50
Uninsured parcels	not over 2 lb	£2·00
	not over 7 lb	£3·50
	not over 11 lb	£5·50
	not over 22 lb	£8·20
Express		20 p
Reply Coupons		
International		10 p
Commonwealth		4 p
Customs		
Clearance fee (letters)		20 p
Clearance fee (bulk post bags)		40 p
Clearance fee (parcels)		25 p

Storage fee (trade parcels)	up to 1 month 50 p
	per working day thereafter 5 p
COD	
Outward fee	per parcel 50 p
	(maximum trade charge of £50)
Inward delivery fee	10 p
Advice of Delivery	
(for registered and insured items)	
requested at time of posting	7½p
requested after posting	10 p
return by air (see PO Guide)	1 p
Certificate of Posting	
(for unregistered postal packets)	1 p
Inquiries about loss or non-delivery	10 p
Postal Packets in bond	
Expedited customs examination, re-addressing and inspection fees	
1 packet	£0.50
2 packets	£0.70
3 packets	£0.90
4 packets	£1.10
5 packets	£1.20
6-10 packets	£1.40
11-20 packets	£1.80
21-30 packets	£2.20
31-40 packets	£2.60
41-50 packets	£3.00
Each additional 25 or part thereof	£0.50

The re-addressing fee is halved if the addressee or his agent calls at the depot to attend to re-address personally.

Parcel Post

Parcel rates (air and surface) will be increased on July 1, 1971.

Government surplus sales

MINISTRY OF DEFENCE

1971	Stores	Location	Auctioneers
January 5-6	Miscellaneous stores	No. 2 Building (adjacent to Indoor Bowling Green, Riverside, Chatham)	Fuller, Horsey, Sons & Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 01-709 0101.)

Bedford fire tenders; Coventry Climax Featherweight pumps; fork lift trucks; oxy-acetylene welding and cutting sets; fire fighting equipment including fire suction hose, firemen's axes, salvage sheets, hose bandage, canvas buckets, haversack and pack supporting straps, aluminium extending ladders, etc.; large quantity of hand tools; machine tools; ball and roller bearings; wireless, telegraph and electronic equipment; cameras and photographic equipment; telescopes; binoculars; pocket and stop watches; wrist watches; clocks; compasses; large quantity of paint; clothing and textiles including greatcoats, trousers, blouses, shirts, white and coloured blankets, bedspreads, curtains, mixed rags, carpets, rugs, mats, etc.; tyres and inner tubes; kitchen utensils; tableware; office and household furniture and numerous effects; ALSO 180 PLASTIC SHEETS 160 ft. by 90 ft. by 0·014 in. FOLDED AND ROLLED ON TWO ROLLERS AND CONTAINED IN WOODEN CASES.

January 12-14	Heavy duty and road making plant, commercial and private vehicles	Ordnance Storage and Disposal Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 54272.)

Heavy duty trucks by AEC and Leyland; Scammel breakdown trucks; excavators; mobile cranes; fork lift trucks; graders; dumpers; angledozers; agricultural tractors; hydraulic tippers; trailers, various; refuellers; coaches; Mini Minors; Minibuses; Travellers; Bedford Utilecons; various makes of vans; Land Rovers; Ford Zephyrs; Anglias; Hillman Huskys; Austin saloons; Vauxhall Victors; Humber Hawks, etc.; motor cycles.

January 19-21	Miscellaneous stores	Regional Depot, RAOC, Hereford	Russell, Baldwin & Bright (Dept. L), 20/21 King Street, Hereford. (Tel. 0432 4366.)

Bedford fire tenders; Coventry Climax fire pumps; generating sets; telegraph, wireless and electronic equipment including electric motors, wireless receivers, electronic valves, signal generators, capacitors, dynamotors, transformers, electric cable, etc.; machine tools; garage test equipment; aircraft spares; steel cable drums; first aid, lighting and firefighting equipment; manila and sisal rope; rubber knee boots; ankle boots; vests, drawers; cotton fabric; household and office furniture; wooden boxes and cases; large quantity of paint, etc.

Catalogues of the above sales obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 1s. 0d. (postal order only).

SALE BY TENDER

MACHINE TOOLS

Bench, pillar and radial drills; tool grinders; centre lathes; horizontal millers; engraving, sawing, shaping, sheetmetal and woodworking machines, etc. Located at Gosport, Hants and at Haslemere, Surrey. Permission to view on presentation of Tender Form only, obtainable from Ministry of Defence, Directorate of Sales (Supply), Sales (S) 6 a iv, First Avenue House, High Holborn, London, WC1V 6HE. Tenders must be returned by 10 a.m. February 2, 1971.

DEPARTMENT OF THE ENVIRONMENT

1971	Description of Goods	Location	Auctioneers
January 5	Office and miscellaneous furniture, engineering, electrical, canteen, domestic and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford & Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: Price 1s. direct from auctioneer. View days: Day preceding and morning of sale.

Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

Symbols used in all statistical tables are:—
.. not available
– nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

	Gross Domestic Product (Expenditure estimates)	Index of Industrial Production	Consumers' Income and Expenditure				Fixed Capital Expenditure					Increase in Stocks			
							Total	Selected Components				Total	Selected Components		
			Personal disposable income	Total consumers' expenditure		Retail sales		Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1963 prices		at current prices		at 1963 prices	at 1966 prices	at 1963 prices					at 1963 prices			
Base of index £m. in base year	1963 26,758	1963	1963 21,758	1963 20,087	1963 20,087	1966 11,372	1963 4,907	1963 1,070	1963 994	1963 944	1963 1,752	Series in £ million			
1964	105	108·3	107	107	103	..	117	113	120	124	113	640	411	93	46
1965	108	111·7	115	114	105	..	121	124	119	127	117	385	263	47	31
1966	110	113·2	122	121	108	100	124	128	115	128	125	254	143	25	17
1967	112	113·9	127	126	110	101·4	133	124	122	138	142	184	–37	13	22
1968	116	119·8	135	135	112	103·6	140	130	143	145	142	157	23	75	41
1969	117	122·9	143	142	113	103·0	135	135	146	130	130	276	194	17	36
1968															
3rd quarter	116	120·7	135	135	112	103·2	138	129	143	142	138	88	53	13	9
4th quarter	118	122·3	138	138	113	104·1	145	146	159	143	139	116	46	25	20
1969															
1st quarter	115	121·8	140	138	111	102·3	132	124	136	135	134	96	104	1	9
2nd quarter	116	123·3	141	141	113	103·7	133	136	145	129	127	65	33	– 3	—
3rd quarter	118	123·2	143	144	113	103·1	136	141	130	152	128	23	–12	– 6	10
4th quarter	119	123·5	147	146	114	103·0	136	140	152	127	131	92	70	– 9	16
1970															
1st quarter	117	123·7	149	148	114	103·2	132	138	140	115	131	–25	45	– 7	–41
2nd quarter	120	122·8	154	153	116	104·2	140	145	159 r	120	136	68	41 r	11 r	7
3rd quarter	119	123·9 p				104·6		147 p	154 p				18 p	7 p	26
1970															
May		121·3 r				105									
June		123·7 r				105									
July		121·9 r				104									
August		122·8 r				105									
September		124·7 r				104									
October		125·8 p				106									

	Orders	Prices and Costs					Labour			Trade		Balance of Payments current balance
	Engineering industries orders on hand (end period)	Retail price Index		Wholesale Price index non-food manufacturing industry		Basic hourly wage rates (all industries and services)	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	Imports	Exports(‡)	
	at 1963 prices	Index†	% increase on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
Base of index £m. in base year	Dec. 1963	16 Jan. 1962		1963	1963	31 Jan. 1956	Series in thousands			1963 4,983	1963 4,365	series in £ million
1965	123	112·1	4·8	106·8	104·6	157·9	308	265	24,785	115	113	– 77
1966	118	116·5	3·9	110·2	107·3	168·5	323	255	24,834	119	122	43
1967	108	119·4	2·5	108·4	108·2	175·3	512	174	24,475	129	126	–312
1968	108	125·0	4·7	120·5	112·4	187·3	541	188	24,331	159	150	–319
1969	117	131·8	5·4	125·0	115·9	197·4	535	200	24,308	167	169	416
1970							574 p	185 p				
1968												
4th quarter	108	127·2	5·6	120·4	113·1	191·0	532	202	24,348	160	159	– 63
1969												
1st quarter	111	129·7	6·2	122·3	114·1	194·7	532	198	24,364	163	159	13
2nd quarter	119	131·8	5·4	124·2	115·1	195·6	519	202	24,340	169	167	76
3rd quarter	116	132·0	5·0	126·1	116·5	197·8	547	203	24,268	168	173	153
4th quarter	117	133·7	5·1	127·3	118·0	201·6	544	199	24,258	169	177	174
1970												
1st quarter	119	136·2	5·0	130·1	120·6	209·0	561	192	24 280	172	184	213
2nd quarter	123	139·5	5·8	129·2	123·6	213·8	563	187		183	186	119
3rd quarter	123 p	141·1	6·9	126·9 p	125·7 p	219·0	592	185		177	178	73
4th quarter							581 p	176 p				
1970												
May	119	139·5	6·1	129·3	123·6	214·3	560	187		176	177	
June	123	139·9	5·9	128·0	124·2	215·3	561	187		192	188	
July	123 p	140·9	6·7	127·5	125·0	217·5	593	186		143	189	
August	123 p	140·8	6·8	126·1	125·7	219·7	593	184		195	143	
September	122 p	141·5	7·0	127·1 p	126·2 p	221·0	589	187		192	203	
October	123 p	143·0	7·4	126·0 p	126·7 p	222·4	576	184		190 r	210	
November		144·0	7·9			228·4	579	176		196 p	196 p	
December							589 p	168 p				

† Not seasonally adjusted. (‡) The figures for 1970 include an addition of 2 per cent to the value of exports as an allowance for under-recording.

Textile and clothing industries

THE SERIES for net new orders and deliveries of textiles and clothing have now been rebased on average 1963=100, and orders on hand on December, 1962=100.

The usefulness of the series has also been improved by dividing them into two component parts: textiles (industries classified to Order XIII of the Standard Industrial Classification (Revised 1968)); and Made-up clothing (minimum List Headings 441-5 and 449/1, 3 and 4).

The coverage of the textile series has been improved by the addition of information on the production of man-made fibres, the processing of continuous filament yarn, jute and carpets. The combined series was previously confined to spinning and weaving of cotton, wool, hosiery and made-up clothing.

To assist in the interpretation of trends seasonally adjusted series are again given in addition to the unadjusted figures. Whilst the method used in adjusting for seasonal variation removes the normal fluctuations these series are particularly variable and fairly large irregular fluctuations remain in the reasonably adjusted series. A better guide to the underlying movement is obtained by looking at the averages of three months' figures and the following commentaries based on them.

Clothing industry: orders and deliveries

IN THE THREE MONTHS ended October net new orders received by the clothing industry were provisionally estimated to have been 9 per cent more than in the three months ended July; deliveries were 1 per cent more. Since net new orders exceeded deliveries, order books at the end of October were 6 per cent more than at the end of July 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

Textile industry: orders and deliveries

IN THE THREE MONTHS ended October net new orders received by the textile industry were provisionally estimated to have been 6 per cent more than in the three months ended July, although the increase may be overstated because of the abnormally high figures for August. As they exceeded deliveries which were 4 per cent up order books at the end of October were 1 per cent more than at the end of July 1970.

The comparisons given above are based on the seasonally adjusted series in the accompanying table.

MADE-UP CLOTHING

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 deliveries = 100		Average 1963 deliveries = 100	
1963	107		101		100	
1964	112		104		104	
1965	137		112		109	
1966	114		106		109	
1967	124		107		105	
1968	148		110		107	
1969	143		107		107	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	122	134	109	112	110	107
2nd quarter	144	137	115	109	102	107
3rd quarter	129	140	98	109	107	107
4th quarter	148	148	119	111	109	107
1969 1st quarter	132	143	101	104	109	106
2nd quarter	143	134	110	104	104	109
3rd quarter	133	145	102	114	108	108
4th quarter	143	143	114	105	108	107
1970 1st quarter	140	152	109	116	110	110
2nd quarter	151	143	115	105	109	110
3rd quarter	142	153	105	115	110	110
1969 January	144	143	88	99	95	108
February	140	143	112	109	117	108
March	132	143	103	102	116	102
April	133	143	105	107	104	108
May	152	147	134	118	102	111
June	143	134	91	86	106	108
July	142	140	101	115	103	105
August	146	151	108	127	101	109
September	133	145	97	100	113	109
October	140	148	130	114	115	108
November	151	147	134	106	115	108
December	143	143	77	97	91	105
1970 January	144	143	98	110	96	109
February	140	143	111	108	117	108
March	140	152	118	128	118	114
April	139	150	111	102	112	106
May	149	146	121	107	105	114
June	151	143	114	107	110	112
July	146	145	97	110	105	107
August p	138	141	88	108	101	115
September p	142	153	129	127	123	107
October p	142	154	105	117	110	115

TEXTILE INDUSTRIES

Index numbers of the volume of total orders and deliveries

	Orders-on-hand (end period)		Net new orders		Deliveries	
	December 1962 = 100		Average 1963 deliveries = 100		Average 1963 deliveries = 100	
1963	117		105		100	
1964	129		106		103	
1965	124		103		104	
1966	105		97		102	
1967	118		102		99	
1968	144		113		111	
1969	134		110		113	
	Actual	Seasonally adjusted	Actual	Seasonally adjusted	Actual	Seasonally adjusted
1968 1st quarter	131	127	126	118	111	108
2nd quarter	136	134	115	118	110	110
3rd quarter	134	140	102	112	104	113
4th quarter	144	144	129	117	119	113
1969 1st quarter	148	144	121	117	116	114
2nd quarter	143	142	109	114	115	116
3rd quarter	133	138	93	107	103	111
4th quarter	134	134	119	108	115	112
1970 1st quarter	138	133	115	113	114	114
2nd quarter p	130	130	109	111	117	114
3rd quarter p	128	135	102	119	105	114
1969 January	146	145	117	115	112	114
February	147	145	124	115	119	114
March	148	144	121	110	118	113
April	147	145	107	113	111	114
May	147	146	114	121	115	118
June	143	142	107	105	121	116
July	138	142	81	108	95	109
August	132	137	80	97	100	112
September	133	138	117	116	114	113
October	137	141	135	122	122	112
November	138	138	130	104	127	114
December	134	134	92	96	104	109
1970 January	137	135	118	117	110	113
February	136	134	119	110	124	115
March	138	133	117	113	112	115
April p	135	133	112	115	120	114
May p	132	132	105	111	113	116
June p	130	130	110	107	117	113
July p	128	133	89	118	95	109
August p	126	133	96	123	104	121
September p	128	135	121	117	116	111
October p	128	134	128	116	127	118

CENSUS OF PRODUCTION, 1969

Stocks and capital expenditure in manufacturing industry, 1969

THIS ARTICLE presents estimates of stocks and fixed capital expenditure in manufacturing industry and in the construction industry based on the census of production for 1969.

The census estimates for manufacturing industry show that in 1969 fixed capital expenditure at current prices rose by 12 per cent over the provisional figure of £1,615 million for 1968 to £1,813 million and that the book value of stocks and work in progress increased by £822 million or 10 per cent (the 1968 estimates have still to take into account the final results of the full quinquennial establishment-based census of production for 1968). These results differ slightly from the previous estimates for manufacturing industry published in the *Board of Trade Journal*. The previous estimates were based on the voluntary quarterly inquiries into stocks and capital expenditure and put manufacturing industry's fixed capital expenditure at £1,748 million and the rise in the value of stocks at £788 million but the census results are more broadly based as they take into account the experience of large and medium size concerns that did not contribute to the voluntary inquiries or that returned their figures too late for inclusion in the calculations for the earlier estimates.

The census for 1969 was an inquiry on similar lines to the simplified censuses taken in respect of the years 1964 to 1967; it was a census of 'business units,' not of establishments, and the questions asked were confined to items of capital formation except in the case of the construction industry for which information about employment was also collected. It was the last in the series of simplified annual censuses and 1970 will be covered by the first of a new annual series which form part of the new system of industrial statistics that aim, *inter alia*, to provide better coverage of capital expenditure and stocks than the simple annual censuses.

Full descriptions of the reporting unit, sampling procedure, method of estimation and terms used in the simplified annual censuses appeared in the *Board of Trade Journal* of April 14, 1967 and copies of this article are available free of charge from Economics and Statistics Division, Department of Trade and Industry, Room 23SB, 1 Victoria Street, London, S.W.1. (Tel: 01-222 7877, Ext. 3510).

Results for 1969

Tables 1 and 2 present estimates of stock increases and of capital expenditure in 1969. In some manufacturing groups (e.g. mineral oil refining, tobacco) the coverage was almost complete; in three out of four of the 32 manufacturing industry groups coverage exceeded two-thirds; but for the leather and leather goods industries it was only about a third. Where coverage was low, separate figures are not shown; and in some cases while figures are given, a lower degree of reliability is indicated by showing them in italics. Comparable figures for earlier years have not been given as the 1969 results are based on the new 1968 Standard Industrial Classification whereas the data for 1964-1967, the previous censuses in this series, were collected and published on the basis of the 1958 Classification. The estimates for 1964-1967 have been adjusted as far as possible to the later SIC in Tables 56 and 64 of the National Income Blue Book for 1970 although the industry analysis shown there is much broader than in this article. In some instances it may be possible to give a finer breakdown of these earlier figures and application for this information should be made to the address and telephone number quoted above.

Table 1 shows that the book value of manufacturers' stocks and work in progress increased by £822 million in 1969, the largest annual increase recorded although this is not the same as the value of the physical increase in stocks during the year as no deduction has been made for the element of stock appreciation included in the figures.

All industry groups except one – coal products and other petroleum products – showed a rise in their total stocks. Most of the textile industries and the timber, furniture, etc. industry group recorded a decrease in their stocks of materials, stores and fuel while work in progress fell only in the following industry groups: tobacco, mineral oil refining, and coal products and other petroleum products, the fall in the latter industry being negligible; these three industry groups also showed a decrease in goods on hand for sale as did the iron and steel, shipbuilding and marine engineering and other vehicles industries.

The estimates in Table 2 show that fixed investment by manufacturing industry in 1969 increased by 12 per cent at current prices over the provisional results of the preceding year to a peak of £1,813 million. Expenditure on new building work was 21 per cent higher than the 1968 figure of £324 million, net expenditure on plant and machinery was 10 per cent higher than the 1968 figure of £1,175 million and net expenditure on vehicles rose by 9 per cent above the 1968 figure of £116 million. On the basis of the 20 industry groups shown in Table 56 of the 1970 Blue Book all groups showed an increase between 1968 and 1969 except for the group of other vehicles, where the decline was slight, and coal and petroleum products. The industry groups with the largest percentage increases were other metal manufacture which had an increase of 62 per cent, rubber with an increase of 54 per cent, other manufacturing which rose by 46 per cent, shipbuilding and marine engineering which increased by 38 per cent and motor vehicles where the increase was 30 per cent – these five industry groups shared an increase of £85 million which accounted for 43 per cent of the total rise in manufacturing industry's capital expenditure. Two other industry groups – bricks, pottery, glass, cement, etc. and chemicals and allied industries – both showed increases above 20 per cent, the increase of £47 million by the latter group being 24 per cent of the total rise in manufacturing industry.

Firms were asked to give particulars of their purchases and sales of land and existing buildings (these figures are excluded from the overall estimates of capital expenditure given in this article and Table 2) and for manufacturing industry as a whole in 1969, sales of these assets exceeded purchases by £46 million.

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Table 1. Increase in the book value of stocks and work in progress, 1969 (†) (‡)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (§)	Industry Group	Total	Materials, stores and fuel	Work in progress	Goods on hand for sale
Orders III-XIX	All manufacturing industries	821·5	241·3	269·0	311·3
211-219, 221, 229	Food industries	*37·4*	*13·4*	*1·4*	*22·6*
231, 232, 239	Drink industries	22·5	1·3	20·3	0·8
240	Tobacco	2·3	10·0	3·8	− 3·9
262	Mineral oil refining	4·7	8·5	− 2·6	− 1·2
261, 263	Coal products and other petroleum products	− 3·1	0·8	− 0·3	− 3·6
274	Paint	} 65·7	18·1	10·6	37·0
271-273, 275-279	Other chemical and allied industries				
311-313	Metal manufacture – iron and steel	23·1	17·5	6·1	− 0·5
321-323	Metal manufacture – other	46·9	17·1	21·4	8·3
331-339, 341, 342, 349	Mechanical engineering	*168·7*	*51·4*	*74·0*	*43·4*
351-354	Instrument engineering	*10·7*	*0·2*	*10·2*	*0·3*
361-369	Electrical engineering	66·6	10·3	11·0	45·3
370	Shipbuilding and marine engineering	28·1	3·0	25·1	− 0·1
380, 381	Motor vehicles and wheeled tractors	140·4	40·1	37·3	63·0
383	Aerospace equipment	20·8	0·3	16·2	4·3
382, 384, 385	Other vehicles	1·8	0·0	2·3	− 0·5
390-396, 399	Metal goods not elsewhere specified	*41·1*	*20·5*	*16·3*	*4·3*
411	Production of man-made fibres	4·2	− 0·5	1·1	3·6
412, 413, 423	Man-made fibres, cotton, etc., spinning and weaving; and textile finishing	*8·2*	*0·4*	*0·1*	*7·7*
414	Wool	*2·8*	*− 1·9*	*1·8*	*2·3*
415-419, 421, 422, 429	Other textile industries	*27·0*	*− 0·0*	*2·1*	*25·0*
431-433	Leather, leather goods and fur	} *20·3*	*3·6*	*4·5*	*12·2*
441-446, 449	Clothing				
450	Footwear				
461, 464, 469	Bricks, cement and miscellaneous building materials	5·5	*3·2*	*0·2*	*2·1*
462, 463	Pottery and glass	*4·5*	*1·3*	*0·6*	*2·5*
471-475, 479	Timber, furniture, etc.	*6·4*	*− 2·3*	*4·0*	*4·7*
481	Paper and board	5·6	2·4	0·6	2·6
482-484	Paper products	*9·2*	*5·8*	*0·1*	*3·3*
485, 486, 489	Printing and publishing	*17·2*	*6·9*	*4·1*	*6·5*
491	Rubber	21·9	5·8	1·7	14·4
492-496, 499	Other manufacturing industries	*11·4*	*4·1*	*2·4*	*4·9*

(†) Including stocks held outside the United Kingdom and goods held for merchanting or factoring; stocks held by subsidiary companies mainly operating overseas are excluded.
(‡) Figures for industry groups shown in italics have a lower degree of reliability (see text).
(§) References are to the Standard Industrial Classification, Revised 1968 edition. Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

Table 2. Fixed capital expenditure (†) (‡)

(ESTIMATES FOR ALL FIRMS IN THE UNITED KINGDOM)

£ million

Standard Industrial Classification minimum list heading (§)	Industry group	Total (net)	New building work	Vehicles		Plant machinery and other capital equipment	
				Acquired	Disposed of	Acquired	Disposed of
Orders III-XIX	All manufacturing industries	1,813·4	393·4	178·7	52·6	1,340·7	46·7
211-219, 221, 229	Food industries	*152·5*	*39·9*	*33·5*	*9·6*	*91·8*	*3·0*
231, 232, 239	Drink industries	89·4	34·2	8·5	1·6	49·9	1·6
240	Tobacco	11·0	1·9	1·3	0·3	8·7	0·5
262	Mineral oil refining	83·4	5·9	0·6	0·0	76·9	0·0
261, 263	Coal products and other petroleum products	7·8	0·5	0·6	0·1	6·9	0·1
274	Paint	} 269·9	37·7	17·1	5·7	227·7	6·9
271-273, 275-279	Other chemical and allied industries						
311-313	Metal manufacture – iron and steel	98·9	18·1	4·5	1·0	79·0	1·6
321-323	Metal manufacture – other	60·0	13·8	2·7	0·6	45·0	1·0
331-339, 341, 342, 349	Mechanical engineering	*153·7*	*34·2*	*20·2*	*5·5*	*112·3*	*5·6*
351-354	Instrument engineering	*20·0*	*3·2*	*2·9*	*1·0*	*15·5*	*0·7*
361-369	Electrical engineering	106·8	20·8	10·1	1·6	79·9	2·4
370	Shipbuilding and marine engineering	15·2	8·0	1·3	0·2	6·8	0·7
380, 381	Motor vehicles and wheeled tractors	110·7	27·6	3·7	0·9	82·4	2·3
383	Aerospace equipment	41·9	9·5	1·1	0·3	34·8	3·2
382, 384, 385	Other vehicles	5·4	1·5	0·4	0·1	3·9	0·4
390-396, 399	Metal goods not elsewhere specified	*70·2*	*14·8*	*10·0*	*3·5*	*51·4*	*2·4*
411	Production of man-made fibres	49·6	9·4	0·2	0·1	40·3	0·2
412, 413, 423	Man-made fibres, cotton, etc., spinning and weaving; and textile finishing	*41·7*	*7·7*	*2·5*	*0·9*	*33·8*	*1·4*
414	Wool	*15·6*	*3·8*	*1·7*	*0·7*	*11·2*	*0·5*
415-419, 421, 422, 429	Other textile industries	*49·2*	*11·3*	*4·9*	*1·6*	*37·6*	*3·0*
431-433	Leather, leather goods and fur	} *27·5*	*8·3*	*6·3*	*2·8*	*17·6*	*1·9*
441-446, 449	Clothing						
450	Footwear						
461, 464, 469	Bricks, cement and miscellaneous building materials	*73·8*	*16·6*	*15·1*	*5·0*	*48·7*	*1·6*
462, 463	Pottery and glass	*24·0*	*5·2*	*1·6*	*0·4*	*18·4*	*0·7*
471-475, 479	Timber, furniture, etc.	*25·6*	*9·1*	*8·7*	*3·0*	*11·4*	*0·7*
481	Paper and board	31·0	6·1	1·7	0·6	24·1	0·3
482-484	Paper products	*24·4*	*5·3*	*3·4*	*1·0*	*17·7*	*1·0*
485, 486, 489	Printing and publishing	*55·6*	*11·8*	*7·2*	*2·2*	*40·3*	*1·4*
491	Rubber	55·3	13·1	2·9	0·8	44·4	1·3
492-496, 499	Other manufacturing industries	*41·0*	*14·2*	*3·5*	*1·4*	*25·3*	*0·6*
500 (part)	Construction (private sector)	157·2	18·0	70·0	18·3	106·0	18·5

(†) Capital expenditure covers acquisitions for use in the United Kingdom of new and secondhand plant, machinery and vehicles, and new building work (excluding site values); expenditure for establishments not yet in production is included.
(‡) Figures for industry groups shown in italics have a lower degree of reliability (see text).
(§) References are to the Standard Industrial Classification, Revised 1968 edition. Slight discrepancies between the sums of constituent items and the totals shown are due to rounding.

REPORT ON THE CENSUS OF PRODUCTION FOR 1963

Analysis of manufacturing industries by nationality of enterprise, 1963

Revised table

PART 132 of the Report in the Census of Production for 1963, containing analyses of the census data, was published by Her Majesty's Stationery Office in December 1969. Subsequent to publication, errors have been discovered in the coding of enterprises to country of ownership. The table affected is Table 20: Analysis of Manufacturing Industries by Nationality of Enterprise, 1963. Revised information is contained in the following table:

Table 20. Analysis of manufacturing industries by nationality of enterprise 1963
Private sector enterprises with industrial activities in the United Kingdom

Industry group number	Nationality of enterprise	Enterprises	Establishments	Employment (‡)	Net output	Net output per head	Capital expenditure less disposals (§)	Capital expenditure per head
1	2	3	4	5	6	7	8	9
		Number	Number	Thous.	£ million	£	£ million	£
	PRIVATE SECTOR ENTERPRISES (‖)							
3-53	ALL MANUFACTURING INDUSTRIES (†)	64,367	83,774	7,695	10,470	1,361	983	128
	United Kingdom (†)	63,865	82,676	7,156·0	9,364·3	1,309	853·9	119
	Australia	4	11	1·4	2·0	1,397	0·2	140
	Canada	19	41	34·6	73·3	2,119	5·3	153
	Denmark	5	6	0·5	0·8	1,688	0·1	221
	Western Germany	5	5	1·0	2·1	2,077	0·2	235
	France	19	30	15·6	26·0	1,661	2·2	141
	Irish Republic	6	6	0·5	0·5	946	0·1	129
	Netherlands	17	53	27·7	44·8	1,619	5·1	183
	Sweden	14	23	11·8	17·3	1,465	0·9	72
	Switzerland	27	72	23·7	38·9	1,638	6·4	271
	United States of America	369	813	406·2	876·2	2,157	105·3	259
	Other countries	17	38	16·0	23·8	1,495	3·3	206

(†) Including estimated figures for small firms who were not required to make detailed returns.
(‡) Including persons engaged in merchanting or factoring and canteen workers (where particulars in respect of these activities could not be excluded from the returns) and working proprietors, but excluding outworkers.
(§) Capital expenditure on new building work and on plant, machinery and vehicles, less amounts received for plant, machinery and vehicles disposed of. Expenditure for establishments not yet in production is excluded.
(‖) Including publicly-owned iron and steel companies.

A general measure of the size of the revision is given by the employment data. In the revised table the employment in private sector manufacturing enterprises of foreign ownership was 588,000 in 1963. This compares with the previously published and incorrect figure of 853,000. In the revised analysis there are instances where the number of enterprises belonging to a particular country remains the same as in the earlier analysis but where the rest of the data have been altered. This has arisen because although the number of enterprises has remained unaltered the constituent enterprises are different. Census of Production (Inquiries), Business Statistics Office, Lime Grove, Ruislip, Middlesex, HA4 8RS (Tel. 01-866 8771, Ext. 200).

Airline financial statistics—A new Business Monitor in the civil aviation series

FINANCIAL INFORMATION about British airlines is published in a new Business Monitor, the eighth in the Civil Aviation series of these publications. The statistics include the values of the main categories of assets and liabilities of British airlines, their revenues and an analysis, of their expenditures. The headings are more detailed than the minimum required under the Companies Act and are modelled on the ICAO reporting form for airlines. The financial information in the first issue covers the year 1968. Similar statistics for 1969 are now being collected and with the experience gained from compiling the 1968 data the results should become available more quickly.

Apart from the accounts of the public corporations, published in their annual reports, and of those international airlines, which are published by the International Civil Aviation Organization, financial information about the airlines is limited. An inquiry, among private sector airlines was launched to extend information available to the public about the business of British air transport. The inquiry was voluntary and although initially slow the response was encouraging and returns together with other published information covering about 95 per cent of the output of the industry were obtained. Airlines were also asked to consent to the publication of individual accounts and some have done so. The new Business Monitor contains five tabulations. The first two are the consolidated balance sheets and profit and loss accounts for the private and for the public sector, respectively. The second two present the balance sheets and profit and loss accounts of the individual airlines who consented to publication.

In addition to these four tabulations there is a fifth linking the results of the present inquiry with those collected by the Edwards Committee ('British Air Transport in the Seventies', Cmnd. 4018) for the years 1962 to 1967.

Nineteen-sixty-eight was a year of comparatively slow growth for British airlines. On scheduled services passenger miles and cargo ton miles increased by less than one per cent and 5½ per cent respectively. These increases were well below the average rates of growth usual in this industry. There was a larger increase in charter business; capacity sold was 12 per cent more than in 1967, but this, also, was below the longer run average growth. Partly in anticipation, no doubt, airlines made a less than usual increase in capacity deployed and capacity was also held back by the collapse of British Eagle and Transglobe. Excluding the latter two airlines net assets of the industry were £385 million at the end of 1968, nearly £60 million more than at the end of 1967 with the increase wholly in the public sector. Operating revenue was £340 million, in a ration of 0.9:1 to net assets, as in 1967. The operating surplus for the industry was £28 million, 8.1 per cent of revenue i.e. somewhat higher than in 1967 when it was 7.4 per cent, but the same as the average of 1962-1967. The return on net assets before interest, tax and subventions was 9.4 per cent the same as in 1967. The average percentage over the previous six years had been 7.3.

The Monitor, reference CA8, is available on Subscription of 5s. (25p) from HMSO, PO Box 569, London, S.E.1.

Business Monitor

THE FOLLOWING titles and issues of Business Monitor are now available and copies may be obtained by annual subscription from HMSO, PO Box 569, London, S.E.1.

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Airport Activity for June 1970

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Air Freight and Mail for June 1970

Air Operations for August 1970.

A complete list of titles of Business Monitors was last published in the *Board of Trade Journal* on September 23 on page 620.

Northern Ireland index of production

THE PROVISIONAL index of industrial production for Northern Ireland for October 1970 is 153 (1963=100). This is one point higher than the index for September 1970 and 8 points higher than for October 1969.

The index numbers for the main industrial groups with the increase or decrease on October 1969 shown in brackets are: textiles (plus 24 points), clothing (plus 17), engineering and metals (plus 12), food, drink and tobacco (minus 4), timber and furniture (minus 2), mineral products (minus), other manufacturing industries (plus 9), gas, electricity and water (plus 18).

General index of retail prices for November

THE DEPARTMENT of Employment and Productivity announce that at November 17, the official index figure which measures changes in the average level of retail prices compared with the level at January 16, 1962 (taken as 100) was 144.0 compared with 143.0 at October 20. The rise in the index during the month was due to higher prices for eggs, cigarettes and many other goods and services. The prices of eggs vary seasonally.

HM Customs and Excise annual report

THE ANNUAL REPORT of the Commissioners of HM Customs and Excise for the financial year ended March 31, 1970, was published on December 22 (HMSO Cmd. 4555), price £1 2s. 0d. (110p).

Total Customs and Excise net receipts for the year were £4,952 million, representing about 34 per cent of the yield of Central Government taxation. Excluding import deposits, net revenue was £4,764 million, an increase of £501 million (almost 12 per cent) over the previous year.

The cost of Customs and Excise administration was £41.2 million representing 0.86 per cent of net receipts excluding import deposits, or 2.08d. for every £1 collected, somewhat less than the rate for the preceding three years.

The increase in receipts was largely due to the consolidation in the 1969 Budget of the higher rates of duty and purchase tax which had been imposed under the Regulator in November 1968.

Registrations of British and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970 during the week ended Friday, December 25, 1970. Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
				BRITISH	
Vive Le Sport	Br/E 35203	26	December 21	British Lion Films Ltd.	Gannet Films Ltd.
Mediterranean Journey	Br/E 35208	15	December 21	MGM-EMI Distributors Ltd.	Associated British-Pathe Ltd.
Sunday Thoughts Series 18:					
The Crossing	Br/E 35215	3	December 21	Rank Film Distributors Ltd.	Religious Films Ltd.
The Blindfold	Br/E 35216	4	December 21	" " "	" "
Corruption Of Power	Br/E 35217	3	December 21	" " "	" "
Movietone News 2168	Br/E 34951	8	December 25	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2168A	Br/E 34952	7	December 25	" " " "	" "
				FOREIGN	
Sensual Jungle	F 35204	85	December 21	Richard Schulman Entertainments Ltd.	Emilio Spitz, Buenos Aires
Chariots Of The Gods	F 35205	56	December 21	MGM-EMI Distributors Ltd.	Terra Filmkunst, Berlin
House Of Dark Shadows	F 35206	97	December 21	" "	Collinwood Productions Inc.
The Travelling Executioner	F 35207	94	December 21	" "	Solitaire Production Inc. and Jack Smight
L'Enfant Sauvage (The Wild Child)	F 35209	84	December 21	United Artists Corporation Ltd.	Les Films Du-Carosse, Paris
Waterloo	F 35210	132	December 21	Columbia Pictures Corporation Ltd.	Dino de Laurentiis Cinematografica S.p.a., Rome and Mosfilm, Moscow
Anatomy Of Love	F 35211	90	December 21	S.F. Film Distributors Ltd.	Planet Film G.m.b.H., Berlin
Start The Revolution Without Me	F 35212	90	December 21	Warner Bros. Distributors Ltd.	Norbud Films Ltd., and Tandem Productions Inc.
Secret French Prostitution Report	F 35213	90	December 21	Gala Film Distributors Ltd.	Davis Film, Paris
For A Few Bullets More	F 35214	100	December 21	" " "	Fida Cinematografica, Rome
Underground	F 35218	95	December 22	United Artists Corporation Ltd.	Brighton Pictures Inc.

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Office development permits in the third quarter

THE DEPARTMENT of the Environment report that the total floor area of office development permits issued in the third quarter of this year was 11.4 million sq. ft., compared with 4.6 million sq. ft. in the second quarter. In the South East Region 285 permits were issued for a gross floorspace area of 9.9 million sq. ft., compared with 92 permits for a gross floorspace of 3.8 million sq. ft. in the previous quarter.

After deduction of relinquishments of existing offices and permits for the continuing use of existing offices, included in the total figures, there was a potential addition to office space, by way of new building and conversion of non-office premises to office use, of 8.4 million sq. ft. in the third quarter. This compares with 2.6 million sq ft. in the previous quarter.

The high level of permits issued in the third quarter can be attributed to a number of factors, but was principally due to the very much higher number of applications dealt with in that quarter compared with the previous quarter (which included the election period). A substantial proportion of permits related to particularly large-scale developments.

Table 1. Office development permits – regional totals

	Total			South East Region			West Midland Region			East Midland Region			East Anglia Region		
	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished	Number of Permits	Thous. sq. ft. Gross	Thous. sq. ft. Relinquished
1965 Aug.-Dec.	175	2,701	1,070	165	2,655	1,056	10	46	14	—	—	—	—	—	—
1966	507	5,536	2,085	396	4,702	1,914	84	562	129	19	218	33	8	54	9
1967	726	9,171	2,720	525	7,097	2,289	103	1,076	161	61	534	175	37	464	95
1968	661	13,852	5,415	594	12,018	5,184	34	1,106	32	18	398	62	15	330	137
1969	524	15,169	3,599	464	13,276	3,540	33	1,003	33	25	847	13	2	43	13
1965 Aug.-Sept.	78	1,055	485	78	1,055	485	—	—	—	—	—	—	—	—	—
4th quarter	97	1,646	585	87	1,600	571	10	46	14	—	—	—	—	—	—
1966 1st quarter	120	1,300	417	87	1,064	374	33	236	43	—	—	—	—	—	—
2nd quarter	95	1,027	381	80	948	362	15	79	19	—	—	—	—	—	—
3rd quarter	122	1,123	564	103	972	502	15	116	32	} 19	218	33	8	54	9
4th quarter	170	2,086	723	126	1,718	676	21	131	35						
1967 1st quarter	260	2,861	787	172	2,179	587	41	290	14	34	258	152	13	134	34
2nd quarter	207	2,211	601	137	1,550	515	38	386	44	18	169	23	14	106	19
3rd quarter	128	1,561	617	100	1,152	554	15	239	60	8	96	—	5	74	3
4th quarter	131	2,538	715	116	2,216	633	9	161	43	} 6	145	9	7	179	44
1968 1st quarter	124	2,173	1,115	114	1,962	1,101	3	48	—						
2nd quarter	179	4,484	1,701	156	3,787	1,611	15	523	22	3	56	20	5	118	48
3rd quarter	197	4,039	1,541	181	3,650	1,509	8	257	7	3	29	10	5	103	15
4th quarter	161	3,156	1,058	143	2,619	963	8	278	3	7	179	23	3	80	69
1969 1st quarter	178	3,713	590	153	3,162	577	14	347	—	9	161	—	2	43	13
2nd quarter	122	4,923	1,103	110	4,362	1,067	3	164	30	9	397	6	—	—	—
3rd quarter	116	3,398	1,158	107	3,151	1,155	7	215	3	2	32	—	—	—	—
4th quarter	108	3,135	748	94	2,601	741	9	277	—	5	257	7	—	—	—
1970 1st quarter	103	3,287	668	91	2,797	668	9	441	—	3	40	—	—	—	—
2nd quarter	113	4,628	1,799	92	3,832	1,799	8	303	—	13	493	—	—	—	—
3rd quarter	310	11,369	2,267	285	9,948	2,267	16	696	—	9	725	—	—	—	—

In some instances in order to avoid the risk of disclosing details of individual applicants, figures for two consecutive quarters have been combined.
The main breaks in comparability in the quarterly totals are indicated by lines.

NOTES TO TABLES

Commencement of Controls. In the London Metropolitan Region the control began in August 1965, but with retrospective application to November 5, 1964 for some projects, as explained in the first Annual Report by the Board of Trade under the Act; this report was referred to in the *Board of Trade Journal* of August 5, 1966, page 324. The West Midlands Conurbation was brought within the control from August 14, 1965, while the parts of the South East and West Midland Planning Regions not already controlled and the whole of East Midland and East Anglia Planning Regions came under control on July 21, 1966.

Removal of Controls. From February 25, 1969, the East Anglia Planning Region and the predominantly rural areas of the West Midlands and East Midlands Planning Regions were excluded from control.

Changes in exemption limit. From July 27, 1967, the exemption limit for permits was raised from 3,000 square feet to 10,000 square feet except in the Metropolitan Region. From February 25, 1969 this change was extended to the areas of the Metropolitan Region outside Greater London.

Modification of Control. From April 1, 1969, office development permits are in most cases no longer needed for developments within the curtilage of an industrial building for which an industrial development certificate is issued. The figures for the year 1968 included 168 permits of this type, with gross area 2,485,000 square feet (18 per cent of the total area of permits issued) and an area net of relinquishments of 2,103,000 square feet (24 per cent of the net total).

Definitions of areas. The planning regions correspond to the new standard regions for statistical purposes as defined in the *Journal* of December 31, 1965, page 1567. Central London is the Greater London Conurbation Centre, as defined in the General Register Office Census 1961 County Report: London. The Metropolitan Region, an area of some 40 miles radius from the Centre of London, is defined in Schedule 2 of the Control of Office and Industrial Development Act, 1965. The West Midlands Conurbation is defined in the Control of Office Development (Designation of Areas) Order, 1965 as amended by the West Midlands Order 1965 (page 406, *Board of Trade Journal*, August 20, 1965).

Area relinquished. Comprises office floor space relinquished for demolition or change of use to non-office uses.

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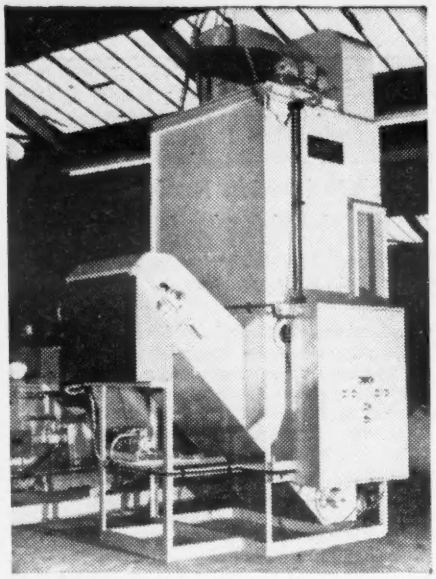
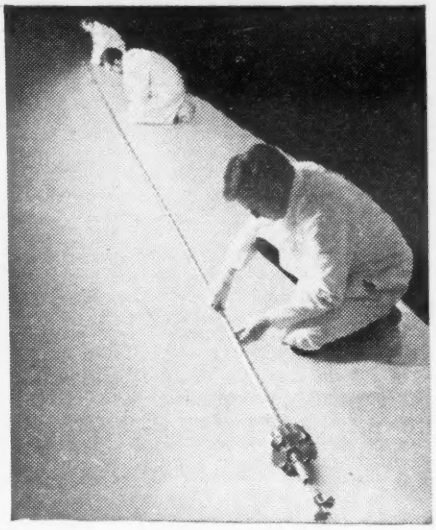


The Midac Dust and Fume Control Division of the Midland Heating and Ventilation Company Ltd. have received an order for a further six wet dust and fume collectors from the Glacier Metal Company Ltd., for installation in a bi-metal strip manufacturing plant in the USSR.

His Imperial Majesty the Shah (left) pauses to have a word with Mr. G. Witherington (second from right), managing director of Reed Group Ltd., and Mr. A. Western (far right) managing director of Reed Engineering Services (Overseas) Ltd., at the Haft Toppeh paper mill opened recently in Iran. The £10 million paper mill project has been designed and built for the Pars Paper Company Ltd. of Iran by Reed Engineering Services (Overseas) Ltd., a subsidiary of Reed International Ltd. The mill, which was completed within two years will produce 30,000 tons of paper per annum.



Laboratory technicians at the Plessey establishment in Poole making a final inspection of a stainless steel 'Lance' with its four neutron measuring detectors, prior to its dispatch to ASEA-ATOM in Sweden. The detectors will measure the neutron level in the core of a reactor.

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, NE1 4TB (0632 27575 - Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, LS1 4JG (0532 38232 - Telex EconPlan 55472 - message to be prefixed for COI).

NORTH MIDLAND: Cranbrook House, Cranbrook Street, Nottingham, NG1 1EW (0602 46121 - Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge CB2 2DF (0223 58911 - Telex 81187).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, St. Christopher House Annexe, Sumner Street, London, S.E.1 (01-928 2371 - Telex 915444).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading, RG1 2EH (0734 581261 - Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, MVO, The Pithay, Bristol, BS1 2NF (0272 21071 - Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15 (021-643 8191 - Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, M1 4BD (061-832 9111 - Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1 (031-556 8501). District Office: 314 St. Vincent Street, Glasgow, C2 (041-221 5670 - Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast, BT4 3ST (0232 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Office Information Division, 42 Park Place, Cardiff, CF1 3PY (0222 28066 - Telex 49327).

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BARCLAYS BANK DCO

AND SUBSIDIARY COMPANIES

Steady Growth of World-wide Business

The Forty-fifth Ordinary General Meeting of Barclays Bank DCO will be held on 13th January, 1971 in London.

The following is an extract from the circulated statement of the chairman, Sir Frederic Seebohm, for the year ended 30th September, 1970.

During the past year we have suffered some setbacks in Africa as a result of political action but in spite of this our business has continued to grow very satisfactorily. Deposits in the consolidated balance sheet now stand at £2,239 million, an increase of 13 per cent in spite of the exclusion of those in the Sudan, Libya and Uganda, which territories in 1969 contributed £71.1 million to the total. Group profit before tax amounted to £27.2 million (1969 £20.5 million). The 1969 figures included a full year's profits earned in Uganda, Libya and the Sudan, whereas in 1970 profits from these countries for only a few months are included. On the other hand, the Group profit figures this time include an item of £2.25 million for the net profit on realisation of shares in the Standard and Chartered Banking Group. After allowing for these two items, our Group profit showed an increase of 21 per cent and a return, after charging loan stock interest and deducting the interests of minority shareholders in certain subsidiaries of 16 per cent on stockholders' funds. The increased profit reflects an all-round expansion of business particularly in operations in the international and euro-currency fields which continue to make an increasingly valuable contribution to our results, a trend which I fully expect to be maintained.

Our rights issue earlier in the year was successful and our issued capital now stands at £40 million, which together with our free reserves brings stockholders' funds up to £151 million in addition to which there is £14 million of capital loan stocks outstanding. These resources should be adequate to support our growing business for some time but the pattern of our business throughout the world is undergoing a significant change which makes forecasting of likely capital requirements difficult.

Important changes in the pattern of business

As a result of legislation introduced in 1968, our business in Nigeria was transferred to a local company and as soon as we know more clearly how we stand in regard to our business in Eastern Nigeria as a result of the war, we propose to make a public issue. In Ghana and Sierra Leone, we are going forward with our preparations for forming local companies and also planning in consultation with the local governments to do the same in Kenya, Trinidad and Jamaica, with the intention in all cases of accepting local participation in varying degrees, provided we are still left with a substantial and significant shareholding and retain the day-to-day management. The position in South Africa is under close examination but is complicated by the wholly unreasonable U.K. tax law. In Zambia, the President has announced wide-ranging changes including the acquisition of 51 per cent control of the banking system. Plans were already far advanced to meet this wish and we hope to agree arrangements which will be satisfactory. The admission of local shareholders in this way will, of course, mean that the demands on our own resources and, therefore, on our own stockholders to meet the expansion of the local companies should in future be relieved to the extent that they will be shared with local shareholders.

The duties of an overseas bank

As a multinational company, the Bank has special responsibilities to the host countries in which it operates and, like the whole of the private sector, can play a major role in the development of the economy. The main duties of an overseas bank are, first, to be quite certain that its financial and lending policies are strictly in accordance with the host countries' official policies and, secondly, to spare no effort in training the local staff to the point where they can undertake the most senior positions. We have travelled a long way along this road and in many territories our expatriate force is a very small one indeed.

In paying tribute to the Bank's staff, Sir Frederic concluded: I have no hesitation in saying that the standard of new recruits is as high as ever and the opportunities for them are exciting indeed. We are designing new courses and more opportunities for 'in service' training, particularly in connection with the more elaborate financial needs of trade and industry in the international field.

Copies of the full statement and the report of the directors can be obtained from the Secretary, Barclays Bank DCO, 54 Lombard Street, London E.C.3.

Exhibitions and Fairs

Specialized exhibitions in South Africa

A report from the British Consulate-General (Commercial Section), Johannesburg

THE RAND Easter Show, held annually in Milner Park, Johannesburg, began 75 years ago as an entirely agricultural affair. It has long ceased to be so; it is now a general exhibition including fairly comprehensive commercial and industrial sections. In 1959, the British Government decided for the first time to participate at the Rand Easter Show and built what was then the first permanent British Pavilion in the world.

Since then, Britain has exhibited annually in the 7,500 sq. ft. of pavilion, with themes ranging all the way from 'Power from the Atom' to 'Leisure'. In recent years, British emphasis at the Rand Easter Show has been on consumer goods, including consumer durables.

Recent years have seen a tremendous growth in a different kind of exhibition in South Africa, namely, the specialized exhibition dealing with one sector of industry and directed mainly at trade visitors rather than the general public to whom the Rand Easter Show appeals in the main. In the past decade, the number of such specialized exhibitions in South Africa has grown from two to 18 a year and this type of show is fast becoming one of the country's leading marketing media. With their rapid growth, the nature of the Rand Easter Show is undergoing a certain change. Industry and commerce now generally prefer the specialist type of exhibition with its much more clearly defined objective.

The first specialist exhibition was the Instrument and Automation Exhibition launched by the Instrument and Control Society 14 years ago. It was held biennially in one of the laboratories of the University of the Witwatersrand and at the early exhibitions, commercial activity was discouraged. The position now is very different.

First exhibition

The first company formed for the specific purpose of organizing specialized exhibitions in South Africa began operations in 1964. Its first exhibition in that year covered electronics and nucleonics and attracted 6,000 visitors. Further exhibitions for this industry, under the title of 'Electra', were held in 1968 and 1970. 'Electra' has grown from only 10,000 sq. ft. to an exhibition on an international scale, filling three halls with a combined area of more than 70,000 sq. ft. and attracting over 15,000 visitors. Similarly, the Instrument and Automation Exhibition has increased in size twelvefold since 1967. There are now a couple of other companies in South Africa engaged in organizing speciaized exhibitions, one a British subsidiary.

It remains true that, by European or American standards, attendance at specialized exhibitions in South Africa is still on the low side. At the Hotel '70 exhibition for instance, total attendance was only 7,000. However, one must bear in mind that there are only 1,530 licensed hotels in the Republic so, in proportion to the market, the attendance was surprisingly good.

The Hotel Exhibition perhaps best demonstrates why specialized exhibitions are winning increasing support not only from South African companies but also from overseas Governments and exporting companies. Of the 1,530 licensed hotels in the Republic, only 274 are situated in the six major centres – and a sales visit to these major centres alone involves travelling some 2,400 miles, usually by air.

Sales calls on the 1,236 licensed hotels in the country districts and seaside resorts would involve several additional thousands of miles of travel and more time-consuming by road or rail. This widespread market can clearly be reached very much more easily through an exhibition in one centre.

Indeed, the specialized exhibition is now attracting more visitors not only from South Africa herself but also from neighbouring countries such as Mozambique, Lesotho, Botswana and Swaziland.

New complex

Most of the specialized exhibitions are now held in Milner Park but in future many of the specialized exhibitions will be held in the new Carlton Centre in Johannesburg, now being built. This is a complex property development said to be the largest south of the equator. Amongst its many other facets is a column-free exhibition hall of 57,000 sq. ft., fully air-conditioned and equipped with every kind of exhibition equipment and facility needed.

British joint venture participation in specialized exhibitions in South Africa has increased steadily and by all accounts has paid handsome rewards. What is a joint venture?

(a) When collective participation by British firms in a trade exhibition is sponsored by a non-profit making trade association in the United Kingdom, the Department of Trade and Industry may provide free exhibition space on a shell type of stand for each United Kingdom firm participating. This shell stand is provided with lighting and power as necessary. The exhibitor's name is shown on a facia board together with the agent's name on a panel. Depending on the type of commodity being exhibited, a counter and shelving is also provided.

(b) The Department will be prepared to pay up to 50 per cent of the economy class return air fare from London to South Africa for up to two representatives of each firm participating, with the express proviso that they must man the firm's stand for the duration of the exhibition.

(c) The Department will be prepared to pay up to 50 per cent of the cost of the freight of returning unsold goods specifically consigned from the United Kingdom for the purpose of the exhibition, if shipped back to the United Kingdom within 12 months of the date of closure of the exhibition.

(d) Under certain conditions the Department will pay up to 50 per cent of the cost of collective advertising in connection with the exhibition.

It is, of course, open to British firms to participate without any official sponsorship by paying the going rates charged by the organizers of the particular exhibition. Quite a number have done so. But it is expensive.

An increase

In 1967 there were two joint ventures with 117 exhibitors; in 1970 there were seven (including the Rand Easter Show) occupying a total area of over 58,000 sq. ft. and with 215 British firms exhibiting.

The following is a complete record of British joint venture participation in specialized exhibitions in South Afrca:

	Exhibition	No. of British Exhibitors
1967	Machine Tool	77
1968	Building Exhibition	30
1968	Electra '68	38
1969	Construction Machinery	16
1969	ICSSA '69	26
1969	Power '69	16
1969	Transvaal Philately Exhibition	12
1970	Hotel '70	9
1970	Medical Exhibition	31
1970	Building Exhibition	50
1970	Electra '70	17
1970	Water '70	7
1970	Machine Tool Exhibition	59

(Continued on next page)

Discussing an exhibit at the International Machine Tool Exhibition, Johannesburg, are (left to right) Mr. J. Campus, export manager, Staveley Machine Tools Ltd.; Mr. J. Hodkinson, member export committee, Machine Tool Merchants Association and managing director, Wickham Machine Tools (Overseas) Ltd., and Mr. Anthony Grant, Parliamentary Under-Secretary of State for Trade at the Department of Trade and Industry.

(Report on page 596)

SPECIALIZED EXHIBITIONS, *continued*

The following future specialized exhibitions are planned as far as is known at present:

Air Conditioning and Ventilation	1971
Building Exhibition	1972
Chemical Engineering	1971
Computers	1973
Dental	1972
Electrical, electronic and nucleonic	1972
Fishing	1972
Founding and Welding	1972
Hardware Trades	1971
Hotel and Catering Equipment	1973
Instrument and Automation	1971
International Interiors and Contract Furnishing	1971
International Philately Cape Town	1971
Mining	1971
Office Equipment	1971
Packaging and Printing	1973
Plastics	1971
Production Engineering	1971
Sound Equipment	1972
Transport	1972

Arrangements are already in hand for British joint venture participation at

	Sponsor
Rand Easter Show, March 30-April 12, 1971 Johannesburg	Birmingham Chamber of Commerce and Industry
International Stamp Exhibition May 22-31, 1971 Cape Town	Philatelic Traders Society Ltd.
Plastics '71 June 21-26, 1971 Johannesburg	British Plastics Federation
Airex '71 August 2-7, 1971 Johannesburg	Heating, Ventilating and Air Conditioning Manufacturers Association
Chemex '71 September 30-October 5, 1971 Johannesburg	Chemical Plant Manufacturers Association
Instrument Automation Exhibition September 30-October 5, 1971 Johannesburg	British Electrical and Allied Manufacturers Association.

Similar arrangements will be considered for other exhibitions provided an adequate number of British firms wish to participate and sufficient notice is given.

Details about specialized exhibitions and British participation therein can be obtained from Mr. K. R. Timmins, Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, 26 Old Bailey, London, EC4M 7HU, (Tel. 01-248 5757, Ext. 7104).

The most recent fair in South Africa at which British exhibitors have participated was the International Machine Tools and Mechanical Engineering Exhibition which was organized in Johannesburg jointly by the Witwatersrand Agricultural Society and the Machine Tools Merchants' Association of South Africa.

This was held from November 23-28, 1970 and was the largest specialized trade fair ever to be held in South Africa, being three times the size of a similar event held in 1967. It was officially opened by Mr. D. F. L. de Villiers, the South African Government's Director of Imports and Exports.

One hundred and thirty-two exhibitors from 14 countries displayed machine tools worth R10 million, and three countries were *officially* represented at the exhibition – Britain, Germany and Italy. Fifty-nine British firms participated under joint venture terms whilst a number of other British firms exhibited independently.

The official British section occupied one-third of the total exhibition space and was organized by the Department of Trade and Industry and the Machine Tool Trades Association, London. The layout was designed by the Central Office of Information, exhibitions division, who as usual by way of lighting, distinctive facia floor colouring, etc. made it the outstanding feature of the exhibition.

Restricted admission

The exhibition was well attended. Admission was restricted to ticket holders only and the organizers state that 13,000 visitors passed through the turnstiles.

On Wednesday, November 25, Mr. Anthony Grant, Parliamentary Under-Secretary for Trade in the Department of Trade and Industry, Sir Arthur Snelling, HM Ambassador, HM Consul-General, Mr. H. A. N. Brown, and Mr. M. E. Browne, the newly-appointed Director of Trade and Development for South Africa, visited the British section of the Exhibition. They called on every stand and were impressed by the highly sophisticated machines on display, e.g. numerically controlled machines.

They later attended a 'British Day' reception organized by the Machine Tool Trades Association, to which some 200 guests were invited.

Considerable publicity was given to this exhibition on the radio, in the local press and trade journals. In addition, the Central Office of Information provided two excellently produced, glossy booklets – 'Catalogue of British Machine Tool Exhibitors' and 'Machine Tools from Britain'. Five-thousand of each of these booklets were mailed direct from London to every concern in the trade in South Africa.

Additional publicity for the British effort was provided in the local press by the artist Rowland Emett, who designed a special moon machine of his own and an illustration of cranes coming to rest in Johannesburg. He was quoted as saying that they were specially designed to make South African engineers laugh as they signed cheques for British machine tools.

British exhibitors and principals attending the exhibition were unanimous that this was a first-class effort in every respect.

The number of trade buyers was greater than expected and of the highest specialist quality. Surprisingly, in view of the nature of the exhibition, substantial immediate sales were finalized. Exhibitors agreed that the short and long term prospects for business were excellent.

Altogether, this was a fitting conclusion to a successful year of specialized exhibitions in South Africa.

British Pavilion scheduled for Algiers Trade Fair

THE DEPARTMENT of Trade and Industry in collaboration with the BNEC Committee for Middle East Trade, will organize a British Pavilion at the 1971 Algiers International Trade Fair (August 27-September 12) provided that a sufficient number of British firms wish to take part.

British exports to Algiers are now running at about £16 million a year, and over the last two years British firms have won capital goods and constructional contracts worth £60 million.

The Fair provides a valuable opportunity for end users to learn what is available from the west, and for western exporters to meet officials of the State enterprise who are the main buyers.

For any further information please telephone or write to Mr. R. H. Edmondson (extension 7208) or Mr. J. A. Swinton (extension 7209) of Fairs and Promotions Branch, Department of Trade and Industry, Hillgate House, Tower Block, 26 Old Bailey, London, E.C.4.

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Export promotions in the New Year

IN THE first quarter of 1971 the Department of Trade and Industry will be organizing British collective displays for 1,500 British firms at 83 overseas trade fairs. During 1970 the Department has supported 6,000 firms at 260 overseas trade fairs in 37 countries.

Two major trade drives have been planned to start in the New Year. One is being held in Switzerland, the other takes place in Kuwait, and British firms will be making a concerted effort to increase their exports to both markets. Apart from joint ventures at established trade fairs there will be special promotions and store promotions.

There will also be an entirely new-style promotion called a British Trade Week in Hamburg in September 1971. The British trade drive in California (Target California) will continue in 1971 and a feature of this trade drive will be a British Week in San Francisco in October 1971.

First time in Britain for Antiquarian Book Fair and Congress

FOR THE first time, Britain is to be the venue for the International Antiquarian Book Fair which will be held in London from September 27-29, 1971.

The Fair will be preceded by a Congress from September 19-24. Both events will be held at the Europa Hotel, Grosvenor Square, W.1.

There will be 180 exhibitors representing 15 countries, besides the United Kingdom.

The organizers and hosts are the Antiquarian Booksellers' Association with 250 members in the United Kingdom.

Important engineering display to be held at The Design Centre

A MAJOR engineering exhibition called 'More Value by Design' is to be staged at The Design Centre, Haymarket, London, from January 27-March 6, 1971.

The exhibition, which will primarily be of interest to management, designers, educationists, and students concerned with the engineering industries, will underline the economic importance of engineering design.

It will examine engineering developments in many industries, and include case histories as varied as automobile instruments and earth moving equipment, canning machinery and telephones, and catering equipment and domestic appliances.

To encourage further improvement in engineering design, the exhibition will explain ten different aspects of design, from the importance of innovation to the influence of recent developments in machine systems, materials and processes.

A display of printed information for engineering designers will be included in the display to show the importance of catalogues, design office manuals and data sheets as sources of information and to encourage improved design in this field.

Of special appeal to educationists and students, the exhibition includes several design exercises in the form of questions and games so that visitors can test their knowledge and skill with problems which include assessing innovation and planning a design programme.

'More Value by Design' will be opened by Mr. John Davies, Secretary of State for Trade and Industry, on the evening of January 26.

Over 500 books for India

A BRITISH Council Exhibition 'Books for Polytechnic Libraries in India' has been sent to India and will be shown in New Delhi, Madras, Calcutta, Bombay and their regions. It consists of about 540 books plus a number of periodicals on model making – specially requested by India.

The exhibition includes sections on economics, language and technical writing, general science, biological sciences, dental mechanics, electrical engineering and radio, agriculture, printing, metallurgy and metalwork and building.

Space equipment for Telecom '71, Geneva

TWENTY BRITISH companies are to participate in the Telecom '71 telecommunications exhibition which is to be held at the exhibition halls of the Geneva Motor Show from June 17-27, 1971.

The British complex at Telecom '71 is expected to occupy about 750 square metres and is sponsored by the Electronic Engineering Association (EEA) in co-operation with the Department of Trade and Industry under its joint venture scheme.

This international exhibition is being held in conjunction with the holding of the ITU Telecommunications Conference which is also being held at the Geneva Motor Show Halls.

The exhibition will include space telecommunications, plant and equipment for telegraphy, telephone and commercial radio services, fixed and mobile services as well as the full range of broadcasting equipment.

Public works exhibition is a record breaker

THE PUBLIC WORKS and Municipal Services Congress and Exhibition – held at Olympia, from November 16-21 – was another record-breaker, with increases in total attendance, overseas visitors, business transacted, and area.

There was a small increase over the record attendance for 1968. The audited turnstile figure was 75,660 – an average reading of 26 per minute throughout the entire open period of the exhibition!

The exhibition was set in a gross area of approximately 500,000 square feet, occupying all the halls and galleries available and two additional outdoor sites. The net area of the exhibition was 294,705 square feet (area actually occupied by exhibits). There were 407 exhibitors and the total number of companies represented (shared stands, agencies, subsidiaries and associates) was 735.

Firm orders totalled £13,938,225, of which £3,314,100 were for export.

Overseas visitors

Overseas attendance figures produced another record for the event. The total was 3,288 – against an overseas attendance figure for 1968 of 2,436 – an increase of approximately 35 per cent. The rate of increase in overseas attendance has itself gone up (from 31 per cent in 1968 to 35 per cent in 1970).

Overseas visitors came from 71 foreign countries (an increase of two over the total of 69 for 1968). Largest attendances were drawn from Sweden (232); France (157); the Netherlands (138); the Irish Republic (121); Yugoslavia (95); the Federal German Republic (88); Belgium (77); Spain (70); Denmark (61); Italy (51); and the United States (42).

The Outdoor Holiday Show: Big attractions at new London exhibition

COMBINING BRITAIN'S Cycle and Motor Cycle Show with the Camping and Outdoor Life Exhibition at Olympia from January 6-16 will, it is claimed, produce the biggest outdoor holiday show in Europe.

With everything from cycles, motor cycles, scooters and three-wheelers to motor caravans, trailers, tents and camping equipment on display, and with most of the Continental holiday resorts playing their part, all four floors of Olympia's Empire Hall will be packed with entertainment.

All the world's big names in cycling, motor cycling and camping will be there with brand new models – including hitherto unavailable motor cycles from behind the Iron Curtain – whilst the State Tourist authorities of the main Mediterranean sun spots are planning to create miniature holiday centres redolent with their own special flavour.

The entire entrance to the Empire Hall, for instance, will be turned into the courtyard of a Moorish palace by the Spanish State Tourist Board.

Probably the biggest single feature of the show will be that presented by the Forestry Commission who intend to bring hundreds of tons of soil, grass and trees to create a miniature National Forest.

Open daily (except Sunday) from 10 a.m. to 9 p.m., this exhibition is expected to attract a ¼ million visitors. Many of these will come from overseas because it is designed to attract a host of foreign buyers interested in the fast growing world market for leisure machinery and equipment.

Between them, the two-wheeler industry and the camping and caravan industry make up a consortium whose total exports are worth £100 million a year.

Sir John Eden, the Minister for Industry, will officially open the show on January 6.

Overseas Trade and Exports

Trading with Tanzania

By R. G. Beer, MBE, First Secretary (Commercial), British High Commission, Dar es Salaam

FOREWORD

Social and economic development in Tanzania has been the subject of interest and controversy in recent years. The policies of President Julius Nyerere and his Government are based on their desire to improve the well-being of the 12 million people of Tanzania as a whole, to give them the major control of the country's resources and means of production, and to avoid the emergence of any highly privileged class. To this end the emphasis in development is on internal co-operation and self-reliance. It is in this context that the present article should be read.

Outside Tanzania there are many misconceptions about the country and its manner of progress. It is wrong to suppose that current socio-economic policies imply a deliberate move away, for political reasons, from traditional foreign sources of supply to other foreign sources. True, there is growing diversification of sources, and increasing efforts towards import substitution. But tradition and usage persist, and the United Kingdom is still Tanzania's major foreign trading partner. In 1969 we provided something over 26 per cent (£22 million) of her imports and took about 25 per cent (£25 million) of her exports.

With the balance of trade in Tanzania's favour, the United Kingdom remains well placed as a source of supply. But competition is increasing – as a result not only of new trends inside Tanzania but of efforts by our trading rivals to increase their hold in a market which is developing in a form which could become a pattern of its kind elsewhere in Africa.

It is to remove some of these misconceptions, and to encourage British exporters to get into this new-style market at an early stage, that the following article has been written by my Commercial Secretary.

H. PHILLIPS,
British High Commissioner in Tanzania

In February 1967 the President of Tanzania made an important speech at Arusha, in northern Tanzania, in which he laid down his Government's policy for the development of the country. This became known as the Arusha Declaration, and made it clear that the future socio-economic pattern of the country would be socialist, with the commanding heights of the economy owned and controlled by the State. This included all lands, forests, mineral resources and industries providing the country's basic infra-structure, together with all the major producing industries, the banks and insurance companies. Additionally, the whole of the country's import, export and wholesale trade was eventually to be controlled by the State.

Shortly after the Arusha Declaration, legislation was enacted under which a controlling share of a number of industrial projects was compulsorily acquired by the Government, and all commercial banks, insurance companies and a number of trading companies were taken over completely. The Government of Tanzania was at some pains to enter into negotiations to compensate the interests which had been nationalized as quickly as possible, and in his Budget in June 1969 the Minister for Finance was able to announce that 98 per cent of all claims for compensation had been agreed. The only claims now outstanding are those for compensation for the nationalized sisal estates. Since the Government of Tanzania does not accept that compensation is payable for loss of goodwill, claims by insurance companies were excluded.

The trading companies which had been nationalized were formed into the State Trading Corporation (STC). As the successor to these companies, the STC inherited a large number of agencies, both British and foreign, and for about 18 months continued to operate along traditional commercial lines except that, where one or two commodities were concerned, notably textiles, it acted as an indenting agent for other importers. In July 1968, however, the Government issued the Imports Control Ordinance which, in brief, gives the STC and other designated Government-controlled organizations the sole right to import certain commodities. The list of these commodities has been enlarged from time to time, until it now comprises over 500 items. Most of Tanzania's commercial imports, therefore, may now be imported only through Government agencies of one kind or another.

Although the State Trading Corporation originally operated many of these monopolies by acting as an importing agency for other wholesalers, it has progressively taken over completely the function of importing and wholesaling. In February 1970, on the third anniversary of the Arusha Declaration, the President stated that Government control of the import/export and wholesaling trade would be implemented completely by the end of 1970. He also announced that the import of items which augmented local production would be reserved to corporations which controlled indigenous production. Thus, the Textile Division of the STC was taken over by the National Textile Industries Corporation, which also controls the Government-owned textile mills. Similarly, General Tyres Tanzania Ltd., who are in the process of building a tyre factory in Tanzania, are now the sole importer of a large range of motor vehicle tyres.

The State Trading Corporation is still not in a position to operate fully all the monopolies it holds, and it therefore continues to import certain commodities on behalf of other wholesalers, or to issue import licences so that they can import on their own account. But this will only continue so long as the STC lacks the means to carry out the full operation itself. In order to facilitate the process of nationalizing the import trade, the import licensing functions of the Ministry of Commerce and Industries have been delegated to an import licensing unit which operates within the STC. This, together with an import licensing procedure which has recently been introduced, will enable the STC to obtain a picture of the pattern of the country's commercial imports, and expedite the planning of further complete monopolies. As soon as the STC decides that it is capable of handling any commodity, import licences are refused to other importers.

Those items which are still imported mainly by private companies are sophisticated machinery and equipment for which spares back-up and servicing facilities are required. All the indications are, however, that the Government will set up subsidiary companies to handle these, possibly by buying out private companies in these fields still doing business in Tanzania. One or two such companies are already operating in this way.

Although the STC still holds a large number of agencies, its policy is to avoid the agency basis of trading wherever possible,

and to buy direct from overseas manufacturers on a competitive basis; and it follows the practice of dealing with manufacturers only—not with agency houses. A further refinement of the Government's buying policy is to restrict makes of any particular item to as small a number as possible, in order to avoid tying up a large amount of foreign exchange in a multiplicity of stocks and spares. For example, at present only four makes of refrigerator are imported into Tanzania.

One of the immediate effects of the Government's monopoly is that it is now exceedingly difficult to find a reputable agent for overseas business firms, particularly where this requires that he should carry stock. Understandably, such dealers are unwilling to find finance for stocks of items the wholesaling of which might be taken over by the Government in the near future.

Many British firms who have traditionally traded with Tanzania have yet to recognize the changes which are taking place, and to accept the necessity of altering their sales methods; and many are naturally reluctant to sever connections with agents from whom they have enjoyed good service in the past. However, to continue with this method of trading is no longer feasible. A British supplier who accepts the situation and goes out of his way to meet the requirement of the STC and other Government-controlled purchasing organizations, is more likely to be rewarded for his flexibility. Business visitors who arrive in Tanzania unprepared for the new conditions are put at a disadvantage by the need to refer back to their head-offices when arrangements proposed to them by the STC conflict with their usual methods of trading. This gives an advantage to those of our competitors who are less influenced by past practices.

The new situation calls for a more aggressive sales approach, which will have to be carried out directly by representatives of overseas firms. There is no reason why British companies should not expand their share of the market if their representatives are quick to take advantage of the new trading patterns; but the promotion of their products will not, in general, be undertaken by the Government organizations. This is a difficulty for the smaller exporters whose share of the market does not justify the retention of a full-time representative in East Africa; but it might be possible for a number of firms with complementary products to share the services of a representative. The STC has no objection to dealing with such persons provided that they are not retained on a commission basis. It is usually the Corporation's practice to require that, when purchasing from a supplier who has previously retained an agent in Tanzania, the invoiced prices of the goods should include a reduction equivalent to the previous agents commission.

The State Trading Corporation is now organized into a number of divisions. Those mainly concerned with imports are the General Merchandise Division and the Agricultural Machinery and Technical Equipment Division. As these two handle a great diversity of merchandise they do not operate on exactly the same lines, but the following points on the Corporation's import and marketing policy may be taken as a brief guide:

(i) Wherever possible, the STC buys on a world market basis, calling for tenders from a number of potential suppliers;
(ii) in its role as a wholesaler, it places emphasis on developing closer relations with co-operatives and retailers so as to replace the previous importer/wholesaler pattern;
(iii) mostly it imports on its own account, and does not act as an indentor for private traders;
(iv) payment is usually made by sight draft through the Tanzanian National Bank of Commerce, but this varies with the commodity, and letters of credit can be opened if suppliers wish and it is considered more appropriate; and
(v) although the STC still maintains its connections with many of the suppliers whose agencies were held by the companies from which it was formed, it no longer recognizes the old form of agency agreement and does not agree to accept an exclusive franchise.

Export Services Division of the Department of Trade and Industry hold up-to-date lists of commodities which may only be imported through State organizations, and the STC have made it clear that they are anxious to receive approaches from overseas suppliers. Exporters should therefore ensure that their trade literature, including c.i.f. (NOT f.o.b.) prices Dar es Salaam, are sent to the appropriate division of the STC. The STC is still in the process of construction however, and suppliers should not be disheartened if they do not receive a quick response to these approaches. They should continue to plug away at the promotion of their products with the organization.

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TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom aid to developing countries

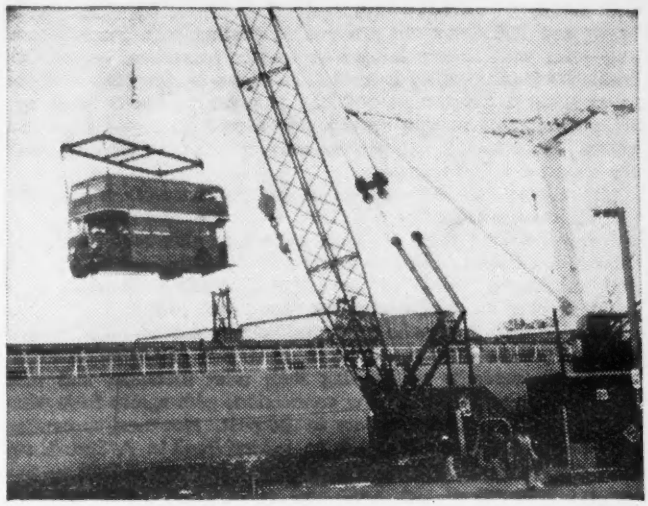
AFGHANISTAN

BRITAIN is making a loan of £77,000 to Afghanistan for the purchase of British-made fire-fighting equipment. The loan will be free of interest and repayable over a period of 25 years, with an initial grace period of two years and graduated repayment over the following five years. Orders for the equipment have already been placed.

Spain and Uruguay

THE SPANISH authorities have announced that imports from Uruguay will be subject to the liberalized and globalized trade regime already applied to imports from OECD countries (Order of the Ministry of Commerce dated July 29, 1959; *Spanish State Gazette* dated July 30, 1959).

Inquiries about this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 460/462).



One of 10 *London double-decker buses imported into the United States by Arthur Treachers Fish and Chips Inc., is unloaded at the Port of Cleveland, Ohio. Arthur Treachers use the buses – bought from London Transport Board – to publicise the grand openings of their chain of fish and chips shops throughout the United States.*

EFTA Council agrees testing schemes for pressure vessels and for ships' equipment

AGREEMENTS WHICH will greatly simplify the task of EFTA exporters in two industrial sectors were reached at a meeting of the EFTA Council and the Joint Finland-EFTA Council on December 21.

The Councils agreed on the implementation of schemes for the reciprocal recognition of tests and inspections carried out on pressure vessels – ranging from aerosol cans and gas bottles to petrochemical equipment and electricity generating boilers – and on ships' equipment – covering all kinds of life-saving and fire-fighting equipment for use on ships. The schemes will come into operation on January 1, 1971 and are open to participation by authorities in non-EFTA countries.

The agreements form part of EFTA's work programme for the elimination of non-tariff barriers to trade which has already led to agreements relating to electrical products and to pharmaceuticals.

Under both schemes the approval authority in the importing country delegates testing and inspection to a body in the exporting country. This can mean in practice that a manufacturer in one EFTA country wishing to export to another EFTA country will no longer have to send samples for testing to that country, or, as the case may be, to arrange for visits to his factory by inspectors from the importing country. Instead, tests and inspections required by the authority of the importing country can be carried out on its behalf by a body in the exporting country.

Authorities in all EFTA countries responsible for the administration of regulations on pressure vessels are participating in the pressure vessels scheme. Maritime administrations in Denmark, Finland, Iceland, Norway, Sweden and the United Kingdom are participating in the ships' equipment scheme. The Yugoslav maritime administration has been accepted as the first non-EFTA participant in the latter scheme.

Similar schemes for gas appliances, and for agricultural machinery and tractors, are also being prepared by EFTA and are expected to be finalized in the near future.

LETTERS TO THE EDITOR

Editorial communications should be addressed to the Editor, Trade and Industry, *Room* 437, *Department of Trade and Industry,* 1 *Victoria Street, London, SW*1 (*Tel.* 01-222 7877, *Ext.* 2653/6) *and not to HMSO.*

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GATT 'Kennedy Round' of trade negotiations 1964/7—implementation of tariff reductions

ON JANUARY 1, 1971 the following countries are due to make the fourth of five tariff rate reductions agreed at the end of the Kennedy Round negotiations:

Category 1. Countries for which actual rates for January 1, 1971 are available (see below):

(a) Australia; Austria; Chile (limited number of items involved); Denmark; EEC; Israel (limited number of items involved); Japan; New Zealand; United States.

(b) Canada. All reductions made except for one item 'Shoeboard', a type of paper under Tariff item 19201 (B.N.48.01). Rate of duty on this item will be reduced on January 1, 1971 to:
- (i) Commonwealth Preference Rate (applies to British goods)= 7 per cent
- (ii) Most Favoured Nation rate (applies to goods from most countries not included in (i)) = 8 per cent
- (iii) General rate = 35 per cent

(c) South Korea. Reductions fully implemented except for certain items under B.N.48.01 and B.N.74.01. Rates of duty on these items will be reduced on January 1, 1971 to:
- (i) 48.01 1 Tissue paper (weighing not more than 30 g/m): B. India paper = 52 per cent
- (ii) 74.01 Copper matte; unwrought copper (refined or not); copper waste and scrap – 1. Matte = 8 per cent

(d) Yugoslavia. Reductions fully implemented, except for items under four tariff sub-headings. Rates of duty on these items will be reduced on January 1, 1971 to:
- (i) B.N. 66.01.02 Umbrellas and sunshades – (2) Other = 20.4 per cent
- (ii) B.N.84.15.3 Refrigerators and refrigerating equipment, electric operated, for domestic use: (b) Compression = 23.6 per cent
- (iii) B.N.84.41.2B Sewing machine heads ordinary, for domestic purposes not incorporating an electric motor = 27.6 per cent
- (iv) 84.45.2f2 Planing machines vertical, special and broaches = 30.8 per cent

Category 2. Countries for which actual rates for January 1, 1971 not yet published:

Finland; Iceland (reductions fully implemented except for items falling under B.N.84.51 to 84.55, i.e. most office machinery *except* typewriters; mahines incorporating calculating devices or punch cards; parts and accessories of the foregoing); Norway; Portugal; South Africa (very limited number of items involved); Sweden.

Category 3. Spain. Current rates are often lower than the Kennedy Round concession rates. Some details of reductions due on January 1, 1971 are available.

British exporters may obtain extracts of the country tariff pages relating to items in which they are interested from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757). Tariff item numbers should be quoted where known. Alternatively a full description of the goods should be given. For those countries in *Category* 1, the extracts will show the rates applicapable on and from January 1, 1971; for *Categories* 2 and 3, further notices will be issued as and when the 1971 rates become available.

British £5 million credit for Bulgaria

BULGARIA WILL BE ABLE to purchase up to £5.9 million of British capital and semi-capital goods and associated services on favourable credit terms under a line of credit negotiated by ECGD and National Westminster Bank Limited with officials of the Bulgarian Foreign Trade Bank, and signed in London on December 21.

The credit initially for £3 million but with an option to increase to £5 million, being made available by National Westminster Bank Limited, will enable Bulgarian buyers to purchase from British manufacturers goods in two distinct categories.

Under the terms of the Financial Agreement up to £1 million of the credit will be available for financing up to 90 per cent of the United Kingdom element of contracts for semi-manufactured metal products. The balance will be available for financing up to 85 per cent of the United Kingdom element of contracts for a wide range of capital and semi-capital goods, and associated services. Contracts in each category must have a minimum value of £10,000 and be placed by December 31, 1971.

Terms of repayment for contracts in the first category will be over a period of two years from the estimated final delivery date of each contract. In the second category, where there is provision for bulking individual contracts of similar nature for one industry, the terms of repayment range from three to five years.

Contracts will be financed at the fixed rate of interest agreed by the banks for ECGD-guaranteed medium term business, currently 7 per cent. Ten or 15 per cent of the value of individual contracts, depending on the category under which the contract is accepted, will be paid from the buyer's own resources and will include at least a 5 per cent downpayment at date of contract with further instalments to be negotiated. Contracts to be financed from the credit will be nominated by the Bulgarian Foreign Trade Bank, but access to it will be confined to ECGD Comprehensive policyholders unless the contracts would normally qualify for Specific cover. Inquiries should be addressed to Export Credits Guarantee Department (Mr. J. Pilbeam, Buyer Credit Division, Telephone 01-606 6699, Ext. 7302) or National Westminster Bank Limited, Export & Shipbuilding Finance Department, Telephone: 01-606 1080.

Hints to business men visiting the Netherlands

A REVISED EDITION of the booklet on the Netherlands has been published in the "Hints to business men' series.

British Businessmen who intend visiting this country on export business can obtain a copy of the booklet on application to Export Services Division, Department of Trade and Industry, Room C07, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Department of Trade and Industry.

On December 14, a group of television engineers from overseas visited EMI's Hayes, Middlesex, plant as part of their four-month training programme with the Thomson Foundation Television College, Glasgow. Drawn from broadcasting stations as far apart as Hong Kong, Greece, India, Ghana, Brazil, Lebanon and Nigeria, the visitors spent the day touring a number of divisions within EMI Electronics Ltd. They were able to see at first hand a variety of television equipment under production, from studio colour cameras to large transmitting aerials. The photograph shows the visitors in the Electron Tube Division being shown a selection of tubes for television and radar applications by Mr. H. Cassman, manager of the camera tube factory (with back to the camera).

USING EFTA

Opportunities for the British businessman in the free markets of EFTA are described in 'Using EFTA', published by the EFTA Secretariat in Geneva. This 161 page book provides basic information for the new exporter, outlines the procedures for claiming EFTA tariff treatment and gives useful facts and figures about individual EFTA countries. Copies, together with other EFTA publications (including the Secretariat's regular EFTA Bulletin) can be obtained free of charge from the Department of Trade and Industry's EFTA Information Centre, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/80),

Export Missions and Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in the October 7 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of the Department of Trade and Industry (see page viii October 7 issue* Board of Trade Journal*) or the Export Services Division, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757).*

OUTWARD MISSIONS

Success in United States

MR. NEIL KIMMANCE, newly appointed sales manager of Ceta Electronics Ltd., Poole, Dorset, recently returned from the United States as a member of the successful 18-man electronics mission to North America sponsored by the British National Export Council from November 7 to 26. The trip proved to be a springboard for marketing in the United States, resulting in an initial £12,000 order for 10 Ceta 201 IC testers, also the appointment of a distributor for Ceta equipment in the United States.

Mr. Kimmance comments that, due to shortage of funds for capital equipment at the moment, American engineers are preferring nowadays to spend money on multi-purpose, fairly low-cost instruments such as the 201 rather than expensive single-purpose units.

Dr. Robin Smith-Saville, director of Cambridge Consultants Ltd., was another member of the mission. His tour was particularly successful in selling new techniques originally developed in British university laboratories and other research establishments. In the past year three such technologies have been launched by Cambridge Consultants with immediate success – a process of microphotography developed at Essex University, low temperature pyrometry developed originally in ICI, and mechanical impedance and vibration analysis techniques developed at UKAEA. Recently the company has undertaken a fourth activity – the analysis of the noise emitted by materials under stress (acoustic emission analysis), a highly sensitive method of researching into the strength of a structure, pinpointing faults within it and detecting incipient failures under operating conditions.

Also highly pleased with results derived from this mission is Mr. Clifford Hardcastle, marketing director of KGM Electronics Ltd., Isleworth, Middx. The Americans showed great interest in his company's high-resolution closed-circuit TV equipment and prospects seem particularly bright.

The 18-man mission kept more than 300 appointments during their visit, booked some £250,000 worth of firm orders, and talk optimistically of potential orders worth about £6 million. Apart from visiting plants in Los Angeles, San Francisco and San Diego, individual members travelled elsewhere in the States and in Canada.

California mission next May

THE CITY OF WESTMINSTER Chamber for Commerce is sponsoring a trade mission to California in 1971 and the composition of the party is now under way. A few vacancies exist and members who have not yet notified the Chamber of their interest are urged to do so without delay. The basic itinerary is: Los Angeles from May 8 to 15; San Francisco, May 15 to 22; and New York, May 22 to 29.

Participants who agree to spend a minimum of five consecutive days in California and a minimum of 14 days in the United States will be permitted to follow individual itineraries (including visits to Canada) after the initial stay in California. The mission provides a splendid opportunity to pay a business visit to the North American market at a considerable saving in the normal cost.

If interested, please contact Mr. B. B. Cole, overseas trade secretary, Mitre House, 177 Regent Street, London, W1R 8DJ (Tel. 01-734 2851).

Agricultural engineers report orders

OVER £150,000 worth of firm new orders were taken in Australia during a recent trade mission sponsored by the Agricultural Engineers Association and made up of representatives of leading United Kingdom tractor and agricultural machinery manufacturers.

'Members were well satisfied with the results of the mission and anticipate future sales,' said Mr. J. H. W. Wilder of John Wilder (Engineering) Ltd., leader of the mission. 'Members who had no previous representation succeeded in appointing Australian firms to represent them and are confident that new business will result.'

The mission included representatives of companies manufacturing water weed-cutting launches and flail mowers, potato harvesters, automated feed preparing plants and tractors, and a specialist manufacturer of wearing and cutting parts.

The party also visited New Zealand.

INWARD MISSIONS

Nigerian visitors

GOVERNMENT officials from Nigeria recently visited the road surfacing equipment factory of Grant Galloway & Gear Ltd., Ashurst, Hants. The firm export over 50 per cent of their output of Ashurst tar/bitumen distributors to customers in 40 countries, from the Faroe Islands to New Zealand. Eight distributors were delivered to Nigeria recently.

The officials, Mr. J. A. Akintoba, commissioner for works and transport, and Mr. J. A. Lafinhan, chief engineer and area mechanical engineer, were met at Ashurst by Mr. N. C. S. Grant (chairman), Mr. P. H. G. Symes (director), and Mr. W. G. D. Porter (works director). The visit, arranged by the Central Office of Information, formed part of a two week fact-finding programme, including visits to the Public Works and Municipal Services Exhibition and the Road Research Laboratory. A COI camera team covered the event, for inclusion in the regular series of newsreels shown in Africa to develeop interest in British-made products.

Ashurst tar/bitumen distributors can be mounted on any chassis. Exports have doubled in the past seven years alone.

American visitor

MR. YENN VITEK, president of Scandura Inc., the American subsidiary of Scandura Ltd., the BBA group company based at Cleckheaton, Yorkshire, recently completed a lightning eight-day study of manufacturing processes at Scandura's factories at Cleckheaton and West Auckland.

Scandura Inc. maunfacture under licence the British company's established range of Gold Line PVC-impregnated solid-woven belting. At Cleckheaton Mr. Vitek saw this type of belting being made on what is claimed to be the biggest industrial belt loom in the world – it can take 15 tons of yarn and run non-stop for a month.

Explaining the reason for this trip, Mr. Vitek said: 'Back in the States we are expanding our markets from mining to general industry and we felt that an exchange of information would help us in this quest. We are particularly interested in the use of synthetics for belting reinforcement, a development which appears to be far more advanced here than in America.'

It was Mr. Vitek's second visit to Britain. He was based here during the war and was parachuted into France and Germany with the 82nd Airborne Division, United States Army.

EXPORT TOURS

Natural gas team in Iran

A FOUR-MAN DELEGATION from a British planning and engineering consortium met the National Iranian Gas Company recently. The delegation discussed the possible use of British technology and management expertise in the provision of major economic, technical and commercial planning and services for the development of natural gas resources in Iran.

The British consortium – formed and led by Colpar Iran, a firm of engineering consultants based in Tehran – comprised the Gas Council of the United Kingdom; Brian Colquhoun and Partners, London consulting engineers; and Inbucon, the British-based international management and economic planning consultants.

The delegation was led by Mr. Harry Hart, previously deputy chairman of the Scottish Gas Board and now the Gas Council's director of international consultancy, supported by Mr. C. Brown, area design and construction engineer of the East Midland Gas Board. The other members were Mr. Richard Nutt, a senior project engineer of Brian Colquhoun and Partners and Dr. Arthur Hodkin, principal of the Inbucon Planning Group.

The National Iranian Gas Company recently built an overland natural gas pipeline from southern Iran to Astara on the Caspian Sea to carry the huge output of natural gas from the Khuzestan region. While 60 per cent of the gas is being exported to the USSR the remainder provides a vast indigenous fuel source. Properly exploited this could have a major beneficial effect on the economy of the country which, though largely agricultural, is now undergoing rapid industrialization.

New Year visit to Middle East

MR. G. E. MARTIN, sales manager (Middle East), International Chemical Co. Ltd., London, will be making an extensive tour of his area from January 4. His itinerary includes Nicosia, Beirut, Bahrain, Abu Dhabi, Muscat, Doha, Kuwait, Aden, Hodeida, Jeddah, Tripoli and Benghazi.

His company's products include toothpaste and toothbrushes, cough syrup, antacid powder and tablets, analgesic tablets, etc.

OVERSEAS COMMERCIAL POSTS

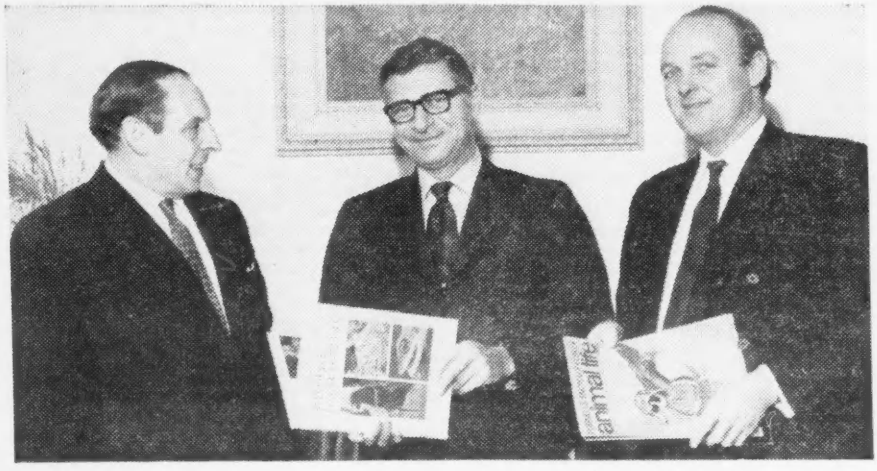
Over 200 official commercial posts in all the main centres of the world trade are at the service of the United Kingdom exporter. A full list of their addresses is given in the pink paper supplement of October 7 issue.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for insertion in these columns.

Refineries buy precision tubes

Over 30 miles of precision steel tube produced by Tube Products Ltd., Oldbury, Worcs. (a TI Steel Tube Division company), is being used in 11 sets of air-cooled heat exchangers being manufactured by Wheelfin Ltd., Hartlepool, under two important contracts to Austria and Cyprus – the first contract for the Schwechat refinery extension in Vienna and the second for a new refinery in Larnaca.



Discussing final stages of the £800,000 export order for the British Printing Corporation are (left to right): Mr. Gilbert Smith, sales director of BPC; Mr. Edwin H. Bakal, president of Marshall Cavendish Corporation; and Mr. Ian McCorquodale, commercial manager of BPC.

£800,000 printing/binding order

Eight British Printing Corporation companies are involved in an £800,000 order for printing and binding more than four million books in 1971. The bulk of the order is for Marshall Cavendish, New York; the rest is for BPC Publishing Ltd.

The books are reprints of the 20-volume set of International Wild Life Encyclopedia which Edwin H. Bakal, president of Marshall Cavendish Corporation, launched in September and is one of the most successful mail order promotions in the United States. A first order of 1,075,000 copies was placed with BPC earlier in the year.

The eight companies who will be producing the order are Purnell and Sons Ltd., Paulton, near Bristol; Petty and Sons Ltd., Leeds; Hazell Watson and Viney Ltd., Aylesbury; Chromoworks Ltd., Nottingham; Beric Press Ltd., Crawley; Dorstel Press, Harlow; Henry Hildesley Ltd., London; and Taylowe Ltd., Maidenhead.

£210,000 foundry equipment contracts

Contracts valued at £210,000 have been won by the export services division of Rubery, Owen Holdings Ltd., for the supply of foundry equipment to Yugoslavia.

One contract, negotiated with the import and export company, Rudnap of Belgrade, through the Owen Organization's agents, Ferimport of Zagreb, is for the installation by the group's foundry equipment division of a complete Owen-Hallsworth moulding line system in the foundry, Fabrika Armatura 'Istra' in Kula. This £140,000 order includes melting furnaces manufactured by Birlec Ltd., Aldridge, Staffs., and shell core production machines by Cermatec Ltd., London.

A second contract, obtained through Minel of Belgrade, is for a complete Owen-Hallsworth system, costing £70,000, for the foundry, Livnica 'Karadorde' in Topola.

Vulcanizing presses for Spain

Automatic vulcanizing presses worth well in excess of £100,000, are to be supplied to a Spanish tyre-making factory under a contract awarded to Francis Shaw & Co. Ltd., Manchester. The machinery, to be installed at the General Tire Factory at Torrelevega, Spain, is scheduled for delivery early next year.

Bolts for tailshaft couplings

Doncasters Moorside Ltd., Oldham, Lancs., have received orders for 160 Morgrip bolts from the Hamburg and Kiel Yards of Howaldtswerke-Deutsche Werft, who are building four giant container ships for the British consortium of Overseas Containers Ltd. These new 26-knot ships, of 35,000 dwt each, destined mainly for the Far East trade with Singapore, Hong Kong and Japan, are designed to the maximum size permitted through the Panama Canal and can carry 2,000 20-ft. containers each. The first is due to be launched at the end of 1971.

It is claimed that the use of Morgrip bolts in the tailshaft couplings will reduce significantly the non-revenue-earning time the ships spend in dry dock for survey and overhaul.

Furnaces for Brazilian steelworks

A new steelworks, Acos Finos Piratini, of Brazil, is to use two Birlec arc melting furnaces, one of 40 tons capacity and the other of 12 tons capacity. The order for the furnaces, worth nearly £500,000, has been placed with Birlec by GKN Contractors Ltd., one of the principal contractors for the project. Metal processed in the furnaces will be used for rolling into finished products, including bars, billets, rod and various sections.

£15,000 orders in recent months

Sales during 1970 of more than £250,000 (including £15,000 export orders in recent months) have been announced by Cinplan (Installations) Ltd., partitioning and ceiling specialists, of Weybridge, Surrey. This is an increase of 40 per cent on 1969 and compares with a figure of £70,000 for 1968 when the present company was formed from a merger of diverse stationery and office interests.

40,000th radar order

Decca Radar's 40,000th order is among a dozen recently received from the Belgian Administration de la Marine, through International Electronics Service, one of Decca's oldest agents. A variety of harbour craft, including pilot boats and customs launches, are all to have Decca's solid-state RR 914s.

Belgian order for electrical instruments

The instrument division of Evershed & Vignoles Ltd., of the George Kent group, has received from Van Battel, SA, its Belgian agent, an order for 125 electrical testing instruments for Regis PTT (the Belgian Telecommunications Authority).

Navigation systems ordered

Salen Shipping Company, Stockholm, have ordered complete navigation systems for four 252,000-ton tankers now building at Kockum's yard at Malmö, Sweden. The order, worth £27,000, represents a 'first' for Sperry with Salen and includes for each vessel one of the new Sperry Mk 37 gyro compasses, a rate duplex gyro pilot which gives high-quality steering with minimal rudder activity, course recorders and repeaters.

£200,000 shipment of plant to Algeria

A £200,000 shipment of plant has arrived at Arzew, Algeria, where constructors John Brown Ltd., have begun work on a £9.6 million gas separation plant for Sonatrach, the Algerian national oil undertaking. CJB chartered a complete vessel – the mss Navipesa Dos – to ship more than 200 items of equipment from Harwich to Algeria.

The plant ranged from a 50-ton Lima crane to caterpillar tractors, dumpers, compressors, silos, drills, trailers and scrapers. The equipment is to be used in construction work at the Arzew terminal now being built; this was designed and engineered by CJB who are now carrying out construction of the plant.

Jetliner for Fiji

Fiji Airways have ordered a British Aircraft Corporation One-Eleven 475 jet airliner to introduce regional jet services in the South Pacific area in 1972 – said to be the first jet aircraft to service many of the islands in the South Pacific.

Announced sales for the One-Eleven now total 203, worth well over £300 million, and over 40 One-Eleven operators already serve destinations in 50 countries.

Indonesia fertilizer complex advisers

Scientific Design Co. Ltd., London, have been appointed technical advisers by the Pusri Company for a Urea fertilizer complex to be built at Palembang in Indonesia. The Pusri Company (full name: P. T. Pupuk Sriwidjaja) is wholly owned by the Government of Indonesia and has received financial backing in various currencies equivalent to more than US$67 million for the financing of this project plus an associated natural gas conservation and transmission scheme.

The project constitutes an addition to the existing complex at Palembang of a new urea fertilizer plant with a capacity of 660 metric tons of ammonia and 1,150 metric tons of urea a day.

(Continued on next page)

EXPORT ORDERS. *continued*

Hospital beds for Zambia

New developments in the export field are reported by the Oldham-based Seton group of companies. The group, which already exports a wide range of its products to hospitals in more than 60 countries recently supplied two hospital wards in Zambia with beds, through its subsidiary company, Masterpeace Products Ltd.

The order, placed initially with the group's Zambian distributors, was to equip a new casualty ward in the Ndola Hospital with Seton Masterpeace variable-height tilt beds and a maternity ward at the RST Luanshya Hospital with Seton Masterpeace standard hospital beds.

Dynamometer to test gas turbines

A hydrometer manufactured by Redman Heenan Froude Ltd., Worcester, will be used for vital power output tests by A S Kongsberg Vapenfabrikk of Kongsberg, the Norwegian gas turbine manufacturer, when the company begin stepped-up production of their 1700hp marine industrial gas turbine engine in the near future.

The dynamometer, a Froude Type DPY630D, with a model 4435 Heenan Marley Aquatower for cooling purposes, has been supplied to the Kongsberg company in a contract worth £9,000.

Tasmanian company orders computer

The electrolytic Zinc Company of Australasia Ltd. have ordered an ICL 1902A computer for installation at their Risdon plant, near Hobart, in October 1971. The 1902 system, worth almost £186,000, will replace an ICL 1004 computer and three Burroughs accounting machines.

One of the first tasks of the new system will be the payroll for 3,500 employees at the Risdon refinery and the Rosebery mine on the west coast.

Football pools equipment ordered

Norsk Tipping, the Norwegian national football pools organization, have ordered a Crosfield 9300 optical mark reading and sorting system for the automatic processing of football coupons. In place of the existing manual methods of sorting, which are laborious and often hampered by the difficulty of obtaining part-time week-end personnel, the Crosfield equipment can handle 1,200 coupons a minute, the documents being transported by means of vacuum on rotating drums and sorted through the machine by selective switching of the vacuum from one drum to the next.

Similar equipment from Crosfield Business Machines Ltd., Watford, is already in service or being installed at the Nordwest Lotto in Cologne, Saar Totto in Saarbrucken, Lotto Java in Jakarta, Paris Mutuelle Urbane at Cagnes-sur-Mer, and with the Dutch National Sports Totto.

Ethiopian contract

In the face of fierce competition from both Japanese and Continental companies, Racal-BCC Ltd. have won a contract from the Imperial Board of Telecommunications of Ethiopia for the supply and installation of five complete 10 kilowatt transmitter and driver systems to be used on international circuits.

£250,000 computer systems

Orders for three H-1642 computer time-sharing systems – members of the new H-1640 range announced on November 30 by Honeywell Information Systems Ltd. – have been received from Finland. The contracts, received from the Bank of Finland and valued at approximately £250,000, have been placed on behalf of the universities of Oulu, Tampere and Jyvaskyla.

£3 million turbine-generators ordered

Further orders from Australia and Canada, worth approximately £3 million, have been won by C. A. Parsons & Co. Ltd., a member of the Revrolle Parsons group.

The Australian order covers the supply of a 60MW turbine-generator to the Northern Electricity Authority of Queensland for installation in the Authority's Collinsville power station about 100 miles from Townsville. The contract also includes condensing and feed-heating plant which will be manufactured at the Parsons Whyalla factory in South Australia. The equipment is expected to be commissioned in 1974.

The order from Canada – received by C. A. Parsons' Canadian associates, James Howden & Parsons of Canada Ltd., from the Nova Scotia Power Commission – is for a 150MW turbine-generator to be installed at the Commission's Point Tupper generating station, on Cape Breton Island, Nova Scotia.

This new Canadian order follows a £20 million order received three months ago from Ontario Hydro for four 500MW turbine-generators for the Nanticoke Generating Station.

Telemetering schemes ordered

Whessoe Systems and Controls Ltd., Darlington, who exhibited at the recent International Automation and Instrument Exhibition in Milan, obtained firm commitments on the first four days of the exhibition for three telemetering schemes for Italian refineries, also further orders for Whessoe hydraulically operated safety valve systems. The total value of the contracts will exceed £100,000.

£500,000 instrumentation contract

A contract for nuclear reactor instrumentation worth almost £500,000 (believed to be the largest ever placed with a British company) has been awarded by ASEA-ATOM, Sweden, to the mechanization and instrumentation division of Plessey Electronics group at Poole, Dorset.

The contract is for the supply of two complete neutron flux measuring systems for the Oskarshamn II and Barseback nuclear power stations, currently under construction in Sweden.

Computer systems for Germany

Bartels-Werke GmbH in Langenberg/Westphalia, one of the best known furniture manufacturers in West Germany, recently ordered two computer systems from Honeywell worth more than £295,000. An H-125 computer will be installed in the Langenberg headquarters and an H-115 at Ibus-Werke GmbH, a subsidiary in Lüneburg.

The computers will be used for inventory control capacity allocations, payroll and salary calculations, and statistics. Honeywell's FACTOR fully-integrated management information and control system will be employed.

£340,000 Polish order

Francis Shaw & Co. Ltd., Manchester, makers and suppliers of machinery and production line plant for rubber and plastics industry manufacturers, have been awarded a £340,000 Polish contract. Placed by Polimex, the order is for heavy precision equipment which will be linked to a new computer-controlled tyre manufacturing production line extension at Olzstyn, Poland.

Shaw-designed Intermix plant – for compounding, grinding and mixing rubber and synthetic materials – and allied extruding machinery will be installed at the Polish factory under the deal.

The order follows technical overseas sales visits by Mr. Maurice R. Rhodes, deputy chairman, Mr. Peter Whitaker, projects manager, and Mr. M. J. Stahl, Eastern European sales engineer, and detailed evaluation of machinery by Polish tyre factory executives.

Orders for battery-making mills

Chloride Overseas Ltd., the international organization of the Chloride group, have received a second order for the supply of battery-making machinery to VE AHB Maschinen-Export, East Berlin, the state buying organization for the battery industry of the German Democratic Republic. Worth nearly £90,000, it is for a Chloride Type IV oxide mill, which converts pure lead into lead oxide used for making the active material of battery plates.

Chloride Overseas recently sold a similar oxide mill to Fabbriche Accumulatori Riunite, Naples. This order, the second for battery-making machinery placed by Sr. Arreghini, Riunite's managing director, followed his visit to the group's Dagenham factory, where Exide and Dagenite batteries are made.

Tanker for South Korea

A 134,000-ton dw. tanker was launched recently from the Kingston Shipyard of the Scott Lithgow group. The vessel, 'Gold Star', is the first of two sister ships being built at Kingston for the Samyang Navigation Co. Ltd., South Korea, and will be delivered early next year. The second vessel is already under construction and should be completed by the end of 1971.

Further orders from Japan

The Power-Gas Corporation Ltd., a Davy-Ashmore company, have received orders to carry out the process engineering of five further production plants for Japan's town gas industry. The plants, for the Senboku works of Osaka Gas Co. Ltd. and the Negishi works of Tokyo Gas Co. Ltd., will produce a total of 173 million cu. ft./day of low calorific value ('lean') gas using the ICI steam reforming process.

These orders bring the total (since 1962) of Power-Gas-designed town gas plants in Japan to 20 – 13 for Tokyo Gas and six for Osaka Gas; this total represents over 90 per cent of Japan's modern town gas production capacity based on steam/hydrocarbon reorming.

As with earlier contracts in Japan, these latest will be carried out by Power-Gas in association with Mitsubishi Kakoki Kaisha of Toyko, sub-licensees in Japan for the processes used.

Scandinavian orders

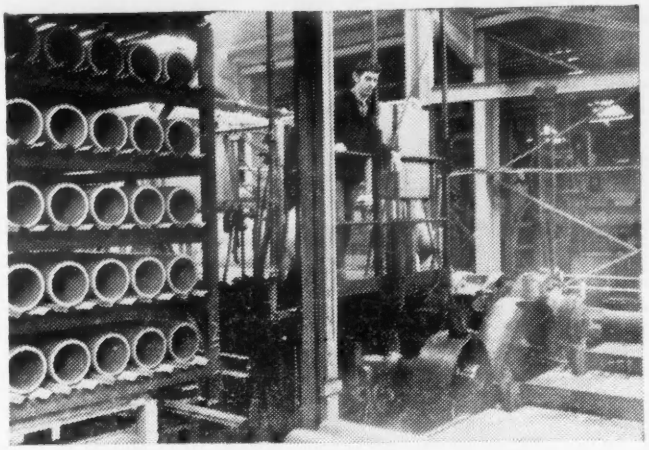
Among recent orders for Masson Scott Thrissell advanced cutters and winders are two totalling some £200,000 from De Forenede Papirfabrikker in Odense, Denmark, and another from Rena Kartonfabrik in Rena, Norway. In addition, Rena Kartonfabrik have also ordered a Masson Scott Thissell U2A winder of 105 in. width to be used in conjunction with the cutter.

Aiding Yugoslavian expansion programme

The Yugoslavian metal-working industry, which recently embarked on an ambitious programme of modernization and expansion, has again come to Britain for modern foundry plant. Birlec, who are at present building one of the largest arc furnaces in Europe for the Skopje Steelworks in Yugoslavia, are to supply electric melting and holding plant to Fabrica Armature 'Istra' of Yugoslavia, manufacturers of sink fittings and similar products. The order, worth £60,000 plus, has been placed through the Owen Organization who are to supply continuous moulding machines for the same factory.

This is Birlec's first order for induction melting and holding plant from Yugoslavia, but they have been the leading suppliers of heat treatment plant to Yugoslavian industry for many years and have several furnaces operating in motor factories at both Zagreb and Mladenovic.

Tariff, Customs and Import Regulations in overseas countries



The Sheffield-based Hepworth Group's highly mechanized factory in Woodwille, Derbyshire, is one of 20 producing a new type of vitrefied straight-ended clay pipe with a special plastic coupling system. The clay, churned into a plastic form by a mixing process known as 'pugging,' is forced between a metal core and its metal casing to produce the clay tube. On its way to the stacking rack each tube is automatically trimmed to size and given a guide-line for the plastic coupling used in the pipeline laying system.

REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LIST

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of Trade and Industry *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which is has not been possible to identify.

EUROPEAN COMMUNITIES

Common agricultural policy

THE TEXTS of the following Regulations and Decisions which affect the various agricultural sectors in the EEC have been published in the *Journal Officiel des Communautés Européennes.*

The French texts of the Regulations and Decision may be seen on application to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 7174 and 408).

WINES

Regulation (CEE) No. 2475/70 fixes the guidance price in the wines sector for the period December 16, 1970, to December 15, 1971 (*Journal Officiel* No. L266, dated December 9, 1970).

Decision No. 70/521/CEE authorizes Germany, France and Italy, under Article 115 of the Treaty of Rome, to apply protective measures to certain wines falling within Common Customs Tariff Heading No. 22.05. B, coming from Greece and freely circulating in other Member States (*Journal Officiel* No. L265, dated December 8, 1970).

FRUIT AND VEGETABLES

Regulation (CEE) No. 2476/70 modifies **Regulation (CEE) No. 2517/69** defining certain measures concerning the improvement of Community fruit production (*Journal Officiel* No. L266, dated December 9, 1970).

Regulation (CEE) No. 2482/70 modifies the countervailing duty on the import of mandarins, satsumas, clementines, tangerines and other similar citrus hybrids coming from Algeria (*Journal Officiel* No. L266, dated December 9, 1970).

Regulation (CEE) No. 2509/70 modifies **Regulation (CEE) No. 193/70** establishing the methods of application for the measures specified to promote the marketing of Community oranges and mandarins (*Journal Officiel* No. L269, dated December 12, 1970).

Regulation (CEE) No. 2510/70 fixes, for the 1970/71 marketing year, the minimum purchase price for oranges freed for industry and the amount of the financial compensation after the processing of those oranges (*Journal Officiel* No. L269, dated December 12, 1970).

CATTLEMEAT, BEEF AND VEAL

Regulation (CEE) No. 2511/70 extends the period of validity for certain import certificates in the cattlemeat sector (*Journal Officiel* No. L269, dated December 12, 1970).

OILS, FATS AND OILSEEDS – CORRECTION

Trade and Industry dated November 25, 1970 contained an announcement about **Regulation (CEE) No. 2304/70** concerning imports of olive oil from Tunisia. The *Journal Officiel des Communautés Européennes* No. L265, dated December 8, 1970, contains a correction to this Regulation.

Government Publications

required by customers in London may be obtained quickly from

Her Majesty's Stationery Office, 49 High Holborn, W.C.1

IRISH REPUBLIC

Merchandise marks

THE MINISTER of Industry and Commerce in the Irish Republic has made Orders under the Merchandise Marks Act, 1931 as amended by the Merchandise Marks Act, 1970, which prohibit the importation, sale or exposure for sale of stockings, socks, sockettes, hose, panti-hose and tights unless they bear an indication of origin. The Orders do not apply to orthopaedic or rubberized articles, blanks for further processing, re-imports, articles designed for use by blind persons and articles for international airports.

An Order has also been made which prohibits the importation of electric kettles and articles of aluminium hollowware unless they bear an indication of origin. The Order does not apply to specified classes of fry pans and picnic kettles, re-imports, articles of certain dimensions, articles for international airports or shipbuilding yards and articles designed for use by blind persons.

The Orders restricting importation come into force in both cases on May 1, 1971 and the Order restricting sale or exposure for sale comes into effect on August 1, 1971.

Inquiries from British exporters may be addressed to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2270).

ICELAND

Import duties

THE ICELANDIC GOVERNMENT has announced the cancellation of import duties on a number of items when used by those engaged professionally in flying, airborne operations, aircraft manufacture and repair. The tariff headings of the items involved are as follows.

27.10.60	49.11.09	82.03.00	85.15.32
27.10.79	58.02.09	82.04.00	85.17.00
28.35.00	59.01.09	82.05.00	85.18.00
28.54.00	62.02.09	83.01.00	85.19.00
29.04.21	62.05.02	83.02.00	85.20.00
32.12.00	62.05.03	83.07.02	85.21.00
34.02.09	62.05.09	83.09.00	85.22.20
34.03.00	68.06.00	83.14.00	85.23.09
34.05.01	68.13.01	84.10.09	85.25.00
35.06.01	68.13.09	84.11.09	87.14.01
36.04.00	70.08.00	84.17.19	89.01.21
36.08.00	73.14.09	84.18.29	90.02.09
37.01.01	73.20.00	84.21.00	90.04.00
38.17.00	73.24.00	84.22.09	90.14.01
38.19.11	73.29.03	84.49.00	90.14.09
38.19.19	73.32.00	84.59.29	90.16.00
39.01.02	73.35.00	84.61.09	90.18.00
39.02.83	73 40.49	84.62.00	90.22.00
39.07.37	74.03.02	84.64.00	90.23.02
39.07.89	74.08.00	85.01.09	90.24.01
40.09.09	74.15.00	85.03.09	90.24.09
40.14.04	76.02.01	85.04.09	90.26.20
40.14.05	76.03.00	85.05.00	90.27.00
42.04.00	76.04.09	85.08.00	90.28.09
45.04.03	76.06.01	85.12.07	90.29.09
48.18.00	76.06.09	85.13.00	91.03.00
49.06.00	76.07.00	85.14.00	91.11.00
49.11.01	76.16.03	85.15.31	94.01.09

British exporters seeking further information about this notice should contact Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4 7HU (Tel. 01-248 5757, Ext. 458, 459, 461).

SPAIN

Customs tariff modifications

THE SPANISH *State Gazette* of December 4, announced the following modifications to Capital Goods List of the Spanish Customs Tariff.

Tariff Heading	Description of Goods	Actual Duty Payable	Valid until
84.17 J 2	Continuous furnaces with automatic temperature regulation for the polymerization of sealing compounds in hermetically sealing metal caps	5%	December 3, 1972
84.45 C 4	Broaching machines specially designed for exteriors	5%	December 3, 1972
84.45 C 6	Grinding machines specially designed for grinding gear teeth	5%	December 3, 1972
84.45 C 6	Special automatic grinding machines, designed exclsuively for grinding bearing races and channels	5%	December 3, 1972
84.45 C 16	Automatic double-headed crimping machines, for edging hermetically-sealing metal caps, with a working rate of at least 400 units per minute	5%	December 3, 1972
84.45 C 16	Pneumatic and automatic machines for strengthening crimped edges and forming closing-tags on metal caps, with means of applying compound for hermetic sealing	5%	December 3, 1972
84.56 D	Automatic 'pneumatic-vibration' moulding machines for boxes of external dimensions of not less than 2,000 by 1,000 mm., intended for the manufacture of bath tubs	5%	December 3, 1972
84.59 J	Machines for the continuous vulcanization of rubber bands by an endless pressure belt and heated drum, of a useable width of 1,500 mm. or more, including winding and unwinding equipment, reducers and hydraulic and electric controls	5%	December 3, 1972
97.03 C	Special 3-differential vehicle with telescopic-jib rear scoop and rotation of the bucket in 2 perpendicular axes, with full hydraulic operation of the machine and control of the vehicle also from the machine cab	5%	December 3, 1972

Inquiries about this notice should be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 460/462).

LUXEMBOURG

Food products and beverages

FOUR DECREES of October 22 (based on the law of September 25, 1953) were published in *Luxembourg Memorial* No. 61 of November 16. They relate to the following goods:

Coffee, coffee extracts and coffee substitutes
Tea and tea substitutes
Salt intended for human consumption
Spices and goods based on spices.

The text of the decrees (in French) may be seen in the Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 288, 7175).

COUNTRIES GROUPED BY CONTINENTS

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

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ITALY

Abolition of monopoly on raw tobacco

THE ITALIAN *Gazzetta Ufficiale* of November 30 published Law-Decree No. 870 which states that, further to the EEC Regulation on the common agricultural policy for raw tobacco, and the dispositions of Law No. 303 of May 13, 1966, the monopoly for the cultivation, importation and sale of raw tobacco is abolished.

Starting from the 1970 crop, raw tobacco will be subordinate to the regulations of the common organization of the markets as defined by EEC Regulation No. 727 of April 21.

The full Italian text may be seen at Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M ~~7HU~~ (Tel. 01-248 5757, Ext. 467).

YUGOSLAVIA

Lower customs rate for special equipment for production of calcinated soda

IT HAS BEEN reported in the *Official Gazette* of the Socialist Federal Republic of Yugoslavia with effect from November 13, 1970, that customs rates on items of machinery have been reduced to 12 per cent if for production of calcinated soda.

Tariff numbers affected are 84.10, 84.11, 84.14, 84.17, 84.18, 84.19, 84.20, 84.22, 84.56, 84.59, 84.61, 85.19, 90.20, 90.24, 90.28.

Details of goods affected may be obtained from Tariff Section of Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

Lower customs rate on special equipment for lead and zinc type metals

IT HAS BEEN REPORTED in the *Official Gazette* of the Socialist Federal Republic of Yugoslavia with effect from November 13, 1970, that a lower customs rate of 12 per cent will apply for special equipment for lead and zinc mines and for the production of lead and zinc and their allied metals.

Tariff Numbers affected are 84.10, 84.11, 84.13, 84.14, 84.17, 84.18, 84.20, 84.21, 84.22, 84.23, 84.43 84.45, 84.49, 84.56, 84.59, 85.01, 85.11, 85.19, 85.22, 86.02, 86.03, 86.04, 87.02, 90.18, 90.20, 90.24, 90.25, 90.28.

Details of goods affected may be obtained from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 and 475).

NORWAY

Tax change

THE NORWEGIAN STORTING has approved the budget proposals for increases in the local taxes and excise duties on the following items:

Spirits, wines and beer – increases effective from November 1; cigarettes, tobacco, petrol and registration and re-registration of motor vehicles – increases effective from November 16.

A new tax on mineral oils, effective from November 16, has also been approved.

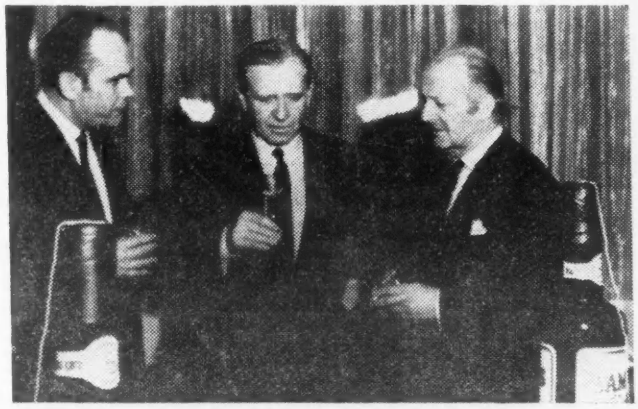
British exporters seeking further details of these changes should contact Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 458, 459 and 461).

Recent economic measures

TO CONTROL inflation a general price freeze has been announced by the Norwegian Government. The main provisions of the price freeze regulations are as follows:

1. In general goods and services must not be sold at prices higher than those ruling on November 20, and increases since then must be reduced. Charges for goods and services not previously sold must not exceed those normal for similar types on November 20.
2. Exceptions may be made to cover increased costs of raw materials. However, importers may not raise their prices as a consequence of higher import prices. Allowances may be made for added value tax increases consequent on raw material cost increases.
3. Increases in resale prices recommended prior to November 20 and effective after that date may be permitted.
4. Where prices on November 20 had been reduced as part of a sales promotion, such prices must not be increased over the price ruling before the reduction.
5. The regulations do not apply to exports, the sale and letting of fixed property, interest on loans and deposits, the sale of Norwegian agricultural, horticultural or fish products by producers or producer organizations of these industries, the sale of second hand articles, and the sale of antiques and works of art.
6. If there is doubt as to the price to be charged in accordance with Paras. 2 and 3, the Directorate of Prices may stipulate the highest permissible price to be charged. The Directorate of Prices may also grant exemption from the price regulations, but only in exceptional circumstances.
7. The Ministry of Wages and Prices may add to the list of exemptions given in Para. 5.

These regulations appear to contain anomalies, particularly in Para. 2. Clarification is being sought from the Norwegian authorities and a further notice will be issued as soon as possible. In the meantime British exporters should address specific inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 458, 459 and 461), but it must be emphasized that no further detailed information is at present available in the Branch.



Representatives of prominent Czechoslovakian purchasing organizations and Press were guests at an unusual tasting held at the Moskva Club in Prague recently. The tasting which was organized by United Rum Merchants Ltd., featured the company's West Indian rum products and Tia Maria. United Rum Merchants are at present the only United Kingdom suppliers of rum products to Czechoslovakia. Pictured at the tasting are (left to right): Mr. G. Svoboda, Mr. M. Nebesky, representatives of the Transacta Purchasing Organization, together with Mr. K. Martin, Sales Director of United Rum Merchants Ltd.

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MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of November 25, 1970, published the following details of modifications to the table of customs (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from October 30.

Tariff No.	Description	Tariff	
		General	Working
84.15	Refrigerators and refrigerating equipment (electrical and other):		
A	Articles and furniture equipped with a refrigerated unit (cabinets, counters, showcases, fountains):		
1	Weighing less than 500 kilogrammes		
a	Refrigerators for domestic use	120	55
b	Other	120	15
2	Weighing 500 kilogrammes or more	120	15

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of November 18, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from November 23.

Tariff No.	Description	Tariff	
		General	Working
85.01	Generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors:		
B	Static transformers:		
1	Instrument transformers	30	15
2	Others: e		
	With an industrial frequency of between 25 and 60 degrees inclusive per second and of a power:		
a	Less or equal to 0·5 KVA	30	30
b	From 0·5 KVA exclusive to 20,000 KVA inclusive	30	25
c	Greater than 20,000 KVA	30	10
d	Others	30	15

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 420 or 475).

REPUBLIC OF SOUTH AFRICA

Marketing of potatoes

A COPY of South African *Government Gazette* Notice No. R. 268, 1970 of October 30, detailing the scheme for Regulating the Marketing of Potatoes has now been received. It relates both to potatoes produced in and imported into the Republic.

Inquiries may be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 471/2/3).

Customs tariff amendments

THE FOLLOWING changes appeared in the South African *Government Gazette* No. 2944 of December 11, 1970.

R2207: Subheading No. 84.21.60 'Steam or sand blasting machines and similar jet projecting machines' is amended to make it clear that it also includes jet projecting machines.

R2208: The wording of item 317.08 is rectified by the substitution in paragraph (b) of item 317.08, parts and equipment for use in the building of boats etc., for the expression '25 ton gross weight' of the expression '25 gross ton'.

R2209, R2210 and **R2211:** The provision for the Munitions Production Board is deleted and provision is made for a rebate of (1) the full duty on goods entered by, (2) the full excise duty on certain excisable goods for use by, and (3) the full sales duty on sales duty goods entered for use by – the Department of Posts and Telegraphs, the Armaments Board and Armaments Development and Production Corporation of South Africa Ltd.

Inquiries relating to this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 471/2/3).

Customs tariff applications

CUSTOMS TARIFF Application List No. 619 published in the South African *Government Gazette* of December 18, contains applications to the Board of Trade and Industries for increases in duty on:

1. Dichlorodifluoromethane, trichloromonofluoromethane and mixtures containing dichlorodifluoromethane or trichloromonofluoromethane or dichlorodifluoromethane and trichloromonofluoromethane, from the existing rates of duty to 25 per cent ad valorem or 4½ cents per pound.

2. Steering mechanisms of the rack and pinion type, classified under subheading 87, 06, 50, 90 (excluding power assisted types, steering wheels and steering columns), from 20 per cent ad valorem to 30 per cent ad valorem or 22½ cents per pound.

Rebate of the duty on monothlylene hydrocarbon, classifiable under tariff heading 38.19 for the manufacture of alkylbenzene is also requested and withdrawal of the rebate facilities in respect of steering mechanisms of the rack and pinion type (excluding power assisted types, steering wheels and steering columns) imported with unit packs of unassembled motor cars, road tractors for semi-trailers and goods vehicles of a carrying capacity not exceeding 2,800 lb. (item 317.03).

Those British trade organizations thought to be interested in the applications are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organization should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1. (Tel. 01-222 7877, Ext. 2274).

ALGERIA, MOROCCO AND TUNISIA

Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.

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INDIA

Patents Act 1970

INDIA'S Patents Act, 1970, which amends and consolidates the patent law, received the Presidential assent on September 19 and will come into operation in stages; the dates for operating the various clauses are to be announced later.

The new Act provides for the term of patents relating to food, medicines and drugs to be reduced from 16 years to 5 years from the date of sealing of the patent or 7 years from the date of filing, whichever period is shorter, and the term of all other patents to be reduced to 14 years.

Among other changes introduced is a provision that all future patents relating to food, medicine, drugs and chemical substances shall be deemed to be endorsed with the words 'Licences of right' from the date of expiration of three years from the date of sealing of the patent. Patents relating to the above products in force at the date of commencement of the Act shall be deemed to be similarly endorsed from this date or from the expiration of three years from the date of sealing, whichever is later. It is also laid down that in the case of patents so endorsed relating to food, medicines or drugs, the royalty reserved to the patentee under a licence granted shall in no case exceed 4 per cent of the net ex-factory sale price in bulk of the patented article.

A translation of the above Act is available for consultation in the Chancery House Annexe of the National Reference Library of Science and Invention (Holborn Division), Chancery House, Chancery Lane, London, WC2A 1AY.

INDONESIA

Manufacturers representatives

BULLETIN *Ekonomi Kenangan* (BEKS) of December 10 (page 2284) reports a decision by the Minister of Trade dated December 4 that the fields of import, export, distribution of imported articles, home-made products and services are reserved for national business men or enterprises. The report states that:

(a) Foreign companies which, until the issuance of the December 4 Ministerial decision, still conduct the importation of their own products for Indonesian markets will gradually hand over the activity to national enterprise. Accordingly the sole agency of the imported goods too is to be reserved for national enterprise.

(b) The representatives of foreign trading or service companies may consist of a national company or businessmen or a foreign businessman but not a forfeign company operating in Indonesia. In other words a foreign enterpreneur is permitted to be the representative of a foreign trading or service company if his own enterprise is not operating in Indonesia.

(c) The representative of a foreign trading or service company is to confine activity only to the business of introducing and promoting the marketing of the goods or services concerned (sales promotion). A representative of a foreign company is not permitted to conclude commercial transactions either in initial or at concluding stages. For example, a foreign representative is barred from participation in a tender.

(d) A representative of a foreign company may be established only in one place in Indonesia and cannot have branches across the country.

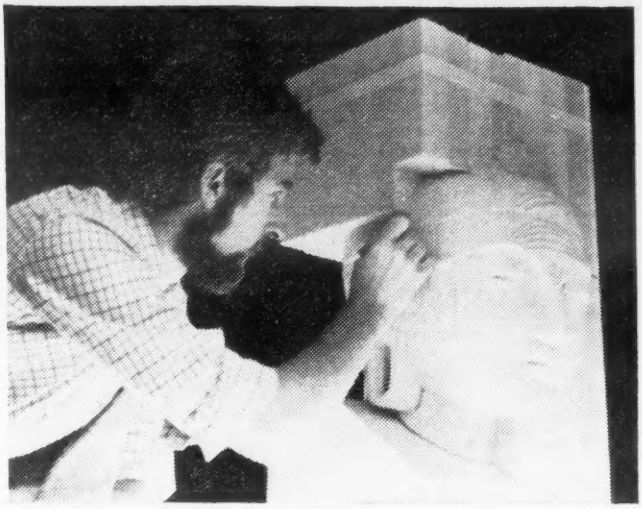
Inquiries relating to this notice should be addressed to Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2253).

MALAYSIA

Budget 1971

THE MALAYSIAN Government presented their 1971 Budget on December 22. Import duties on 102 items have been affected and these include electrical consumer goods and petroleum products. A further notice will be published when details are available.

Any inquiries regarding this Notice shou'd be made to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 401, 468 and 469).



A model making technique developed by Fairey Surveys Ltd. of Maidenhead, Berks, to produce accurate 3-dimensional models for civil engineers and surveyors is helping in the restoration of an historic 7th century head of the Buddha in Japan. Normally Fairey's special machines make highly accurate expanded polyurethene models working from contour maps produced from aerial photography. However, Nissei – Fairey Surveys agents in Japan – realized that the techniques could be applied to the recording and restoration of historic statues and obtained the contract for this first model from the Nara National Research Institute of Cultural Properties of the Cultural Agency of Japan. The actual size model head – pictured here receiving the final touches – has recently been shipped to Japan, where it will be used for restoration work and, with the damaged portions replaced, in the production of replicas.

GUATEMALA

Duty removed on re-exports

DECREE No. 65-70, published on September 23 and effective that day, removes the duty of 0.05 Quetzales per kilo gross levied on re-exported goods under tariff No. 931.02.00.05.

Inquiries from British Exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

AUSTRALIA

Special Advisory Authority inquiry result: acetone

NOTICES WERE published in *Trade and Industry* on November 18 and November 25 to the effect that a reference had been made to the Australian Special Advisory Authority in respect of acetone (tariff items 29.04.3, 29.04.9, 19.13.2) and 38.19.99).

The inquiry has now been held and as a result of the Special Advisory Authority's recommendations a temporary duty of 70 dollars per ton has been imposed. This new duty does not apply to goods which are in transit to Australia on or before December 23, provided they are entered for home consumption.

Further details will be published as soon as possible.

Inquiries from British exporters about this notice should be addressed to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468, 469 and 401).

NEW ZEALAND

Customs tariff inquiry: printing ink, etc.

IN ITS interim Report No. 95, arising from an inquiry concerning the proposed elimination of the margins by which the duties on certain inks when imported from Australia exceed those applicable to the same inks when imported from any other source, the New Zealand Tariff and Development Board recommended, *inter alia*, that the inquiry should be reopened in April, 1971, with terms of reference widened to cover the questions of tariff levels and import licensing provisions in respect of all the inks of Tariff heading 32.13, as set out in the Schedule to this Notice. This recommendation was accepted by Government.

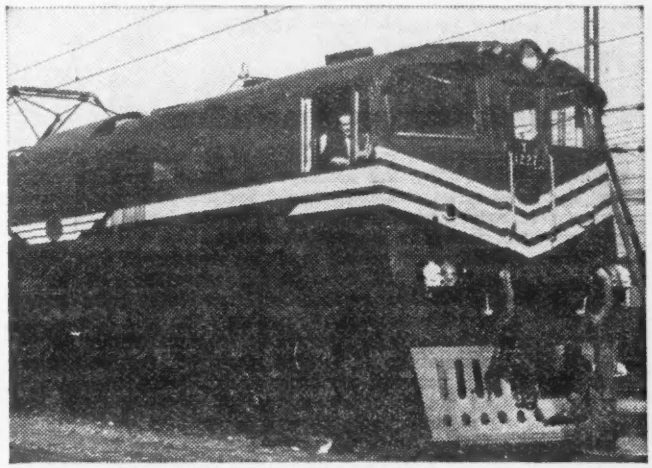
The public inquiry will take place in Wellington on Tuesday, April 6, 1971, at 10.30 a.m. Typewritten statements (12 copies) should be lodged with Mr. O. A. Black, secretary, Tariff and Development Board, PO Box 5070, Wellington, New Zealand, not later than Monday, March 22, 1971. 'Notes for the Guidance of Witnesses', which indicate the kind of information required and the manner in which it should be submitted to the Tariff and Development Board, can be seen at the Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 468). Each statement of evidence will in general need to be presented under oath at the public inquiry by the person tendering it.

British producers are reminded that under Article 8 of the United Kingdom/New Zealand Trade Agreement, 1959, they are entitled to full rights of audience before this Tariff and Development Board. Any changes made are likely to remain in force for a considerable period; any exporters whose trade is likely to be affected are urged to consider seriously the desirability of submitting evidence at the forthcoming inquiry.

Firms proposing to give independent evidence through their agents in New Zealand or through the Director of the British Trade Association of New Zealand Inc., PO Box 2286, Wellington, New Zealand, telegraphic address 'Transtrade', telephone Wellington 43-706 (the BTANZ charges a fee for its services, the amount varying according to the work entailed and whether the trade association or firm is a member – details may be obtained from the BTANZ) and requiring further information should approach the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2321), quoting Ref. CRE 15/71.

Number	Description	Rates of Duty		
		British Preferential	Most-Favoured-Nation	General
32.13	Writing ink, printing ink and other inks:			
	Printing ink:			
32.13.11	Black, in packages containing not less than 1 cwt., the current domestic value of which does not exceed that specified by the Minister; such other printing inks as may be approved by the Minister and under such conditions as he may prescribe	22½% 22½% Aul 27½%	...	42½% 60%
32.13.19	Other		50%	
	Other inks:			
32.13.21	Stencilling inks and inks for the like purposes	15% Aul 25%	40%	50%
32.13.29	Other	22½%	50%	60%

Note: At the date of this Notice the current domestic value specified by the Minister under the first part of item 32.13.11 is 10 cents per lb.

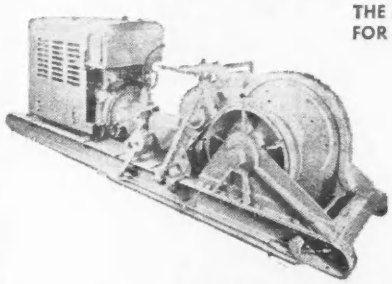


Class 6E/1 3,200 h.p. English Electric-AEI powered electric locomotive on South African Railways. The Manchester, Preston and Sheffield plants of English Electric-AEI Traction Ltd., will produce the bulk of 100 locomotive sets of power equipment for new Class 6E/1 3,200 h.p. Bo-Bo electric locomotives to be built by the Union Carriage and Wagon Company Ltd., of Nigel, Transvaal, for South African Railways.

'DARLINGTON' WINCHES

THE **'DARLINGTON'** STATIC

THE ALL-PURPOSE WINCH FOR HOME AND OVERSEAS



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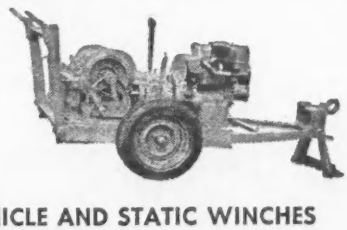
THIS MACHINE IS IDEAL FOR OILFIELD WORK

THE **'DARLINGTON'** PORTABLE POWER DRIVEN WINCH

THIS WINCH IS OF GREAT VALUE TO BUILDERS AND CONTRACTORS

POWERED BY PETROL OR DIESEL ENGINE



SPECIALISTS IN VEHICLE AND STATIC WINCHES

DARLINGTON ENGINEERING CO. (Gateshead) **Ltd.**

TEAM VALLEY ESTATE, CO. DURHAM

IMPORTANCE OF AIR MAIL

All correspondence overseas should be done by air rather than by sea in the interests of export efficiency, and businessmen are reminded that due care should be taken that mail is fully stamped. Should this precaution be overlooked the correspondence may be delayed and opportunities lost,

Outside busy periods, such as Christmas, the Post Office often makes up postage on insufficiently stamped airmail letters (though this cannot be guaranteed) provided the sender's name and address appears on the envelope. An insufficiently stamped airmail letter not having this information may be sent surface mail or the addressee may be called upon to pay double the missing postage.

Full details of overseas postage rates (and much other useful Air Mail Leaflet which gives postage rates, times of transmissions ing order can be placed for its regular delivery,

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6/- per line, minimum 30/- payable in advance. Box No. 10/-
Orders for advertisements should be addressed to **HM Stationery Office, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**
Replies to Box Numbers should be addressed to **Box No.—Board of Trade Journal, Room D92, Atlantic House, Holborn Viaduct, London, E.C.1.**

TYRES FOR EXPORT. Large quantities of tyres fit for repair and for remould always available. Can be inspected on site or made up to your requirements by expert examiners. Quantities of good, part worns and unused remoulds in all sizes available. Large quantities of scrap tyres always available. J. Rose (Tyres) Ltd., 6 Bradman Road (off Hammond Road), Kirkby Industrial Estate, Nr. Liverpool. Tel.: Simonswood 2157 (6 lines).

TYRES OF ALL DESCRIPTIONS wanted and for sale. Large quantities of casings, etc., groovers and runners always available. Giants, passengers and aircraft. Douglas L. Charlett (Tyres) Ltd., 81/9 Cassington Road, Yarnton, Oxford, OX5 1QB. Kidlington 3017.

TYRES AND WASTE RUBBER. The Sterling Tyre Co. Ltd. are exporters of tyres and tubes and waste rubber. Huge stocks for sale, all grades and sizes, surplus new and good part-worn, repairable tyres, tyre casings for re-moulding, scrap tyres for industrial purposes expertly graded to customers' requirements, credit facilities available for approved customers. The Sterling Tyre Co. Ltd., First Avenue, Montagu Industrial Estate, Edmonton, London, N.18. Tel. EDMonton 2150.

MEXICO

Import licensing amendments

IMPORT INTO MEXICO of the following goods has been made subject to licence until the dates indicated.

Tariff No.	Description
Until May 9, 1971	
70.07 A 005	Flat, double-walled glass with a space between the two constituent sheets, framed in base metal
Until November 8, 1971	
39.03 B 007	Carboxymethylcellulose
Until November 10, 1971	
70.14 A 006	Worked glassware, with angular stripes and in the form of reflectors or screens
70.19 A 003	Glass beads, whether or not perforated, transparent or opaque, irridescent or not, loose or strung, without metal parts
70.19 A 008	Small transparent tubular beads, of one colour, whether or not iridescent, loose or strung, without metal parts
70.19 A 999	Parts of glass, for use in illuminating or decorative lamps
83.07 A 999	Complete electric lamps
83.07 B 999	Parts and components for electric lamps
Until November 13, 1971	
70.14 A 009	Illuminating and signalling glass elements, coloured
Until November 9, 1972	
40.09 A 004	Piping and tubing, of unhardened vulcanized rubber, of any diameter, other than that included in sub-headings 40.09 A 001, 002, 003, 005, 006 and 009
90.17 A 057	Penrose tubes for draining cavities
Until November 5, 1973	
56.02 A 007	Acetate rovings for cigarette filters
Until November 9, 1973	
84.48 A 006	Die-holders
84.65 A 014	Mould-holders, and parts thereof, whether or not with a cavity for inserting the mould
Until November 10, 1973	
84.23 E 010	Points, teeth, and adaptors for the articles included in sub-heading 84.23 E 001
84.23 E 011	Cutter-bars and hooks
Until November 11, 1973	
39.07 A 028	Car-body models, of which it is proved to the Ministry of Finance and Public Credit that they will be used for the manufacture of tools for the body-work
44.28 A 022	Pump patterns for foundry mouldings
74.18 A 002	Moulds
Various sub-headings under 84.60	Moulding boxes for metal foundry, moulds of a type used for metal (other than ingot moulds), for metallic carbides, for glass, for mineral material (for example, ceramic pastes, concrete or cement) or for rubber or artificial plastic materials

British exporters requiring further information about these amendments should specify the products in which they are interested and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 474, 476 or 7312).

ARGENTINA

Import duties increased

TWO ARGENTINIAN DECREES published on December 3, 1970, and put into effect the following day, increased import duties on a wide range of products.

Decree 2524 increases most import duties of over 25 per cent to the level current before Decree 191/70 came into force (see *Board of Trade Journal* of August 5, page 304).

In addition, Decree 2525 introduces higher duties (between 130 per cent and 200 per cent) on a number of luxury and inessential items such as foodstuffs, wine, cigarettes, leather goods, clothing, textiles and carpets.

The Argentine Ministry of Economy and Labour is to prepare a new customs tariff within 120 days.

British exporters may obtain details of the current rates of import duty on their products from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Ext. 474, 476 or 7312).

NICARAGUA

Import control on cyclamates

DECREE No. 1739 of September 25, published in the *Diario Official* of November 20 and effective from that date, makes the importation of calcium, magnesium, potassium and sodium cyclamates and products containing them subject to the issue of written permission by the Ministry of Public Health.

The use of cyclamates in any form for the manufacture of beverages and foodstuffs for general consumption is prohibited. Medicinal and dietetic products containing cyclamates must be authorized by the Ministry of Public Health and issued under medical prescription.

British exporters may obtain an unofficial translation of the decree from Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 10-248 5757, Ext. 474, 476 or 7312).

CHILE

Alterations to rates of prior deposit and additions to permitted import list

IMPORTED GOODS falling within the following sub-headings are no longer subject to prior deposit:

Tariff No.	Description
43.01	Fine furskins, undressed
Chapter 73 (General Heading)	Corrugated zinc-coated sheets
87.10	Racing bicycles made of seamless steel tubing with aluminium wheel rims, weighing not more than 11 kg.

The following sub-heading has been made subject to a prior deposit of 10,000 per cent of the cif value of the imported goods:

Tariff No.	Description
48.01	Backing paper for making stuccoed papers or cardboards

Rates of prior deposit have been altered for certain goods under the following headings:

Tariff No.	Description
15.07	Fixed vegetable oils, fluid or solid, crude, refined or purified

BRITISH GOVERNMENT CONTRACTORS

These announcements are restricted to firms and companies on the lists of Contractors to H.M. Government Departments.

General sheet metal workers, metal polishers to the trade

Cutting capacity 10' × ¼"
Brake Press 10' × ⅛"

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Fabricators in sheet steel and plate, stainless steel, aluminium.
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Linford Street, London, SW8
Telephone: MACaulay 7118 and
Pensbury Works, Pensbury Place, Wandsworth Road, London, SW8
Telephone: MACaulay 2575/6

CHILE, *continued*

There have also been a number of additions and modifications to the Permitted Import List.

British exporters requiring further information about these changes should specify the products in which they are interested, and address their inquiries to Tariff Section, Export Data Branch, Department of Trade and Industry, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel.: 01-248 5757, Exts. 474, 476 or 7312).

UNITED STATES

Minimum federal safety standards for gas pipeline: amendments

IN THE issue of *Trade and Industry* dated September 16, notification was given of the publication of new Minimum Federal Safety Standards for gas pipeline by the United States Department of Transportation.

Several amendments have recently been published and British exporters wishing to obtain further details are invited to contact the Tariff Section, Export Data Branch, Hillgate House, 35 Old Bailey, London, EC4M 7HU (Tel. 01-248 5757, Exts. 455/6/7) (Ref.: FR 17.11.70).

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Washington Metropolitan Area Transit Authority: 'Buy American policy'

Trade and Industry of November 11, 1970, contained a notice announcing the Washington Metropolitan Area Transit Authority's decision to retain a level of preference of 15 per cent for American companies bidding for construction and equipment contracts.

The Authority have now announced an unexpected reversal of this policy and the current position is that all future contracts, both for construction and equipment, including those for which bids have not yet closed, will *not* be subject to any 'Buy-American' preference. British exporters wishing for more details about this notice should contact the Commercial Relations and Exports Division, Department of Trade and Industry, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3364).

Rosemount Engineering Co. Ltd., Sussex, has just completed its biennial overseas sales seminar. Delegates travelled from Australia, South Africa, America and Finland as well as from many European countries, to learn about the company's latest technical developments and to hear of recent changes in the administrative structure of the company and its enlargement for future operations. Picture shows a demonstration of 'Diogenes' multipoint digital control system.

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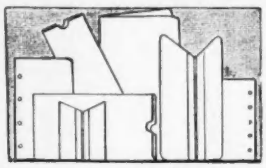

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Loose leaf binders, catalogues and price list covers, conference wallets, swatch covers, salesman's albums, document cases, pocket wallets, cheque book covers, travel document folders, transparent pockets etc.

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Grams: Cossentine Put. London.

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Mansfield, Notts. Telephone: 24525

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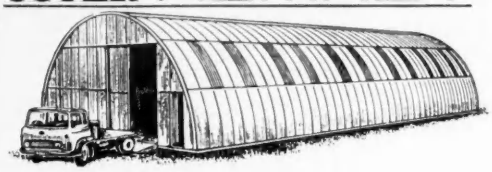

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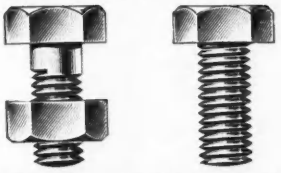
Bolts and nuts, screws, rivets, studs, studding, washers.
All sizes and types in any material.



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"Oui votre plat régional est délicieux, mais je refuse en vous disant merci. Je l'ai dégusté à cinq reprises au cours des quatre derniers jours."

"Ja, Uw plaatselijke lekkernij is overheerlijk maar nee, dank U. Ik heb het vijf maal gehad in de laatste vier dagen."

"Ja, u plaaslike lekkerny is heerlik maar dankie, nee. Ek het dit vyf keer in die verlede vier daë genuttig."

"Yes, your regional delicacy is delicious, but thank you—no. I've eaten it five times in the last four days."

How to say 'no' before your stomach does.

(A friendly aid for exporters)

The above might help you refuse politely when you're abroad but you'll still get the chaps at home cracking jokes about the weight you've put on, and no doubt there'll be some envious comments like "You lucky so and so, wish I could eat like that all the time".

Actually you're pretty tired of foreign food but let's face it the trip was still worthwhile. You're pleased when you get that big order and so are we. And we're there, ready to help you with the letters of credit, shipping documents, currency and all the other money matters.

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Barclays DCO

Exporters are special people. That's why we're a special bank.